

By ALAN FONG
Supplement writer

In every decade or two there is a controlling concept, a prevailing idea that underlines the trend in the society and the future of the world. The idea is included in every policy speech and in every business prospectus no matter how far-fetched the connection is. Nowadays, that idea is "sustainability." The green consciousness is certainly one of the biggest trends in the 21st century and sustainability the world's hottest currency.

Yet, only enterprises that anticipate and set the trend, instead of merely chasing it, can lead the field. Weston Solutions, Inc., the West Chester, Pennsylvania-based company specializing in integrated sustainable solutions, has over 50 years of experience in providing services to a niche market long before it even had a name.

"People have been talking about sustainability for twenty, thirty years but I think in the last five or six years it has really gone mainstream," said Patrick G. McCann, president and CEO of Weston Solutions.

"We have been around for 54 years. Every 4 or 5 years we reinvent ourselves. We started doing things more like waste water recycling, over time got into broader environmental services like air and radiation clean up and then into green buildings. So for us it hasn't been a dramatic overnight change to sustainability," he added.

"It has been a 50-year gradual transition of our roots as an environmental company," McCann said, "For us, we already had so many of those core skills in the company when sustainability started to become mainstream."

With over 1,800 employees and 60 offices overseas in regions such as Canada, Europe, China, India, Japan, Korea and the United Arab Emirates, among others, Weston provides a wide range of environmental-related development services including remediation, emergency response, integrated air and water services, munitions remediation, waste and landfill. It is specialized in large-scale green development projects, with capabilities and resources to plan, design, and implement full-service sustainability solutions.

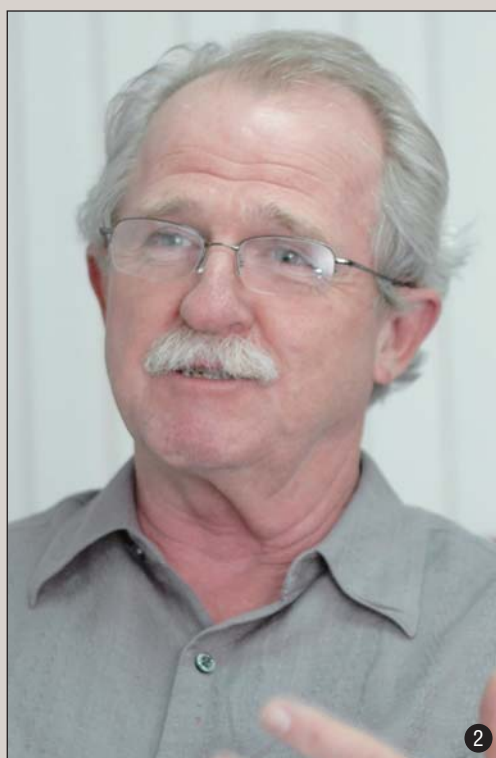
One of its biggest projects is an eco-tourism park in India's IT center of Hyderabad with a 120-acre botanical garden, a 5-star hotel, a convention center, a commercial shopping center nursery and a teaching center. The park will be built according to LEED (Leadership in Energy and Environmental Design) Platinum standard, the highest of eco-building standards developed by the U.S. Green Building Council.

In Taiwan, Weston won the US\$54.4 million design-build contract of the first phase of the American Institute in Taiwan's (AIT) new office complex in Neihu. The company, which has been targeting Asia as a potential market, recently acquired Taiwan's leading full-service environmental planning and engineering firm, the China Environmental Consultants, Ltd. (CECL), to form its subsidiary Weston Solutions Taiwan, Ltd. and to establish a stronghold in the Greater China area.

"The best opportunity for sustainability is found in regions where high economic growth

Weston Solutions strives for Taiwan's sustainable development

With over 1,800 employees and 60 offices overseas, Weston provides a wide range of environmental-related development services including remediation. The company recently acquired Taiwan's leading full-service environmental planning and engineering firm, the China Environmental Consultants, Ltd. (CECL), to form its subsidiary Weston Solutions Taiwan, Ltd.



1. Patrick G. McCann, president and CEO of Weston Solutions, says it has been a 50-year gradual transition of Weston as a sustainable solutions company.
2. Donald "Buzz" Gorgan, senior vice president and global division manager of Weston, points out that Weston sees the Taiwan operation as a key part of the company's China strategy.
3. Dr. Allen Yeh, founder of China Environmental Consultants, Ltd. (CECL), remarks that by joining forces with Weston, the new Taiwan company will be number one in Taiwan in soil and ground water remediation.

is constrained by natural resources, that's the perfect place sustainability needs to be applied. That's the definition of Asia," McCann remarked, "If you look at Asia, it's huge economic growth without enough natural resources to sustain that growth. We are pushing hard in Asia and CECL is a linchpin to that strategy."

According to Donald "Buzz" Gorgan, senior vice president and global division manager of Weston, who had worked in the CECL office from 1990 to 1996, "We see our Taiwan operation as a key part of our China strategy."

"The big emerging market in China is remediation and CECL has 15 to 20 years of experience in the China market. That combination [of Weston and CECL] is very powerful in the Great China market," he pointed out.

Founded in 1987, CECL is one of the first firms of its kind in Taiwan. It provides services to government agencies including the Environmental Protection Administration, Water Resources Agency, Ministry of Economic Affairs, National Tourist Administration. It has also worked for many of Taiwan's largest conglomerates,

including Far Eastern Group, Hsin Kong Group, Great Wall Enterprises, Uni-President, KK Foods and Yu Loong Motor.

"We are both organizations that highly value repeated clients," commented Dr. Allen Yeh, founder of CECL, "Once we get a client, we want to do more with the client. Like what we are doing with Yu Loong Motor, for example. We are the environmental and general consultancy for its big property development in Xindian (in Taipei County), with about 20 to 30 buildings in the project."

CECL is also a key player in environmental impact assessment for major construction projects. "We have done a lot in the past," Dr. Yeh went on, "particularly in areas such as water resource development for reservoirs and infrastructure assessment projects like the Taipei MRT and the Taipei County MRT. We also provide consulting service to the Taipei City Government for the Yangmingshan cable car. We will continue to handle both public and private clients' environmental impact assessments."

The best opportunity for sustainability is found in regions where high economic growth is constrained by natural resources, that's the perfect place sustainability needs to be applied. That's the definition of Asia.

— Patrick G. McCann, president and CEO of Weston Solutions, on the establishment of its subsidiary Weston Solutions Taiwan, Ltd. as a stronghold in the Greater China area

By joining forces with Weston, the new Taiwan company "will be number one in Taiwan in soil and ground water remediation," he said, adding that currently CECL is already among the top three. CECL's wide and deep reach in the Taiwan and Greater China markets will benefit Weston's plan in the region.

Another reason behind the acquisition is that Weston had been cooperating with CECL for a decade so Weston fully understands the potential of the Taiwan company. "There are companies that buy other companies all the time. That's typically not how we do it," McCann stressed, "here is a company we've worked with for ten years. We know Allen, we know the people here. We know their values. We know how they treat their customers and their employees. We knew it will be a good match because CECL shares some of the same values as we do and we also see their technical capabilities. We are fortunate to be able to join forces with Allen and his team."

With Weston's expertise in large-scale integrated construction projects and CECL's technical know-how in the local market, the new company will be very well positioned in Greater China. "There is a great openness [in China] to Western companies to help," McCann noted. "I think green is the new red in China; everything there is all about green. Once they [the Chinese government and companies] agree to do something they will do it."

Editorial by Dimitri Bruyas

SPECIAL SUPPLEMENT Photos by Aile Ang, The China Post



WESTON® Acquires CECL: Teaming for a Sustainable Future

Weston Solutions, Inc. (WESTON®) is pleased to announce that it has acquired the former China Environmental Consultants, Ltd. (CECL), which will now operate under the name Weston Solutions Taiwan, Ltd.

With its local presence and global reach, Weston Solutions Taiwan looks forward to serving clients throughout greater Asia. Our goal is to help you meet your needs for sustainable environmental, infrastructure and green development solutions, from conception to implementation.

WESTON—a global leader in environmental, sustainability, property redevelopment, energy and design/build construction solutions—has been responding to our clients' toughest problems for more than 50 years.

Our technical expertise complements CECL's 24-year history of providing environmental consulting and remediation solutions. As Weston Solutions Taiwan we can offer comprehensive sustainable solutions and continue to make a difference in the world.



Weston Solutions Taiwan, Ltd.
聯美環保科技股份有限公司

14F-A, 2 FU-HSING N. RD., TAIPEI 10492, TAIWAN, R.O.C.
+886-2-2721-0231 • www.cecl.com.tw • www.westonsolutions.com