



**PROFILE OF THE MONTH**  
Hamilton Gallant

Aqua Treat is fortunate when it comes to personnel and Hamilton is a big part of this team work culture. He schedules all of our waste pick-ups and juggles a steady flow of personnel, trucks, and clients. Many waste pick-ups are in response to an emergency, and he is always ready to answer the call.

On top of his daily contributions to the smooth operation of the plant, Hamilton is the point of contact for many of our local regulators and state officials. With an MBA from UTC, he understands the needs of the client, both big and small, and caters to them equally. Even when a service request comes in at the last minute, he always seems to wrangle together the right equipment and personnel to get the job done.

His dog, Winky, is Aqua Treat's unofficial mascot, and Hamilton's combination of humor and determination sets a winning tone for our growing enterprise.

Marion Environmental Inc. is one of the leading providers of environmental consulting, remediation, and emergency response in the southeast. Our goal is to provide cost effective solutions to environmental problems. Making *our* standard, industry standard.

## MERRY CHRISTMAS

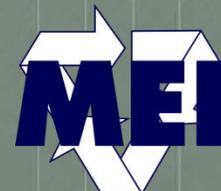
### Aqua Treat

Aqua Treat has added one new customized tank and has 3 more on order. With cone bottoms and engineered portals, these tanks meet the unique requirements for our treatment processes. Aqua Treat also procured a DAF (Dissolved Air Flotation) system to help treat certain waste streams. Air is dissolved to form micro-bubbles which cling to oils and other contaminants in the water, forming a froth which is skimmed from the surface. Aqua Treat is always trying new ways to treat waste more efficiently.



## MARION ENVIRONMENTAL, INC.

115 Parmenas Lane  
Chattanooga, TN 37405  
423-499-4919 Office • 423-892-5122 fax  
[www.marionenv.com](http://www.marionenv.com)



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## New Business

During 2016, Mark Lucas and Michael Emery from Marion's Nashville office won a significant new contract for machine cleaning and waste removal at a Middle Tennessee manufacturer by competitively pricing MEI's talent and delivering superior results. This new relationship led to a discussion with the environmental manager about another RCRA hazardous waste stream generated at the plant. MEI scientists demonstrated to the client that certain process adjustments could render their corrosive waste neutralized and non-hazardous, thus reducing expensive transportation and disposal costs. MEI received an endorsement for the waste minimization plan from TDEC, and now not only will the client save costs by reducing transportation and disposal expenses, the company is on track to have their status as a "Large Quantity Generator" reduced.



## Marion Christmas Party

On December 17, Marion hosted its Annual Office Christmas Party at the Hunter Museum in Chattanooga, TN. It's a great time for all of the office locations to get together and celebrate the holidays.



## AQUATREAT, INC.

617 Hudson Road  
Chattanooga, TN 37405  
423-265-0132 Office • 423-265-3665 fax  
[www.aquatreat.com](http://www.aquatreat.com)

