



# PEP...TALK

*Partners For Environmental Progress*

**December 2009**

## ***In this issue...***

- ♦ Trade Show Has Record Attendance
- ♦ PEP and Envision Coastal Alabama
- ♦ New Members
- ♦ 2010 PEP Calendar
- ♦ PEP Membership Campaign

## **2010 Calendar**

### **Membership Breakfasts**

January 21

March 18

May 20

July 15

September 16

November 18

### **Golf Tournament**

May 7

### **Annual Meeting—TBD**

### **Reverse Trade Show**

October 14

## **9th Annual Reverse Trade Show: Another Record Year**



PEP's 9th annual Reverse Trade Show drew a record crowd of exhibitors and visitors to the Ft. Whiting Auditorium on the Brookley Industrial Complex.

Forty major manufacturers, purchasers and associations from the Mobile-Baldwin Area staffed exhibit booths for the one-on-one exchanges with over 350 suppliers and vendors. The reverse show concept provides a venue for industrial suppliers and other vendors to "call on" decision-makers from the area's large industries, and engineering and construction firms.

Many members and other participants from as far away as Ohio and Texas took advantage of the opportunity to build new and strengthen existing business relationships. Many return every year looking for new business—particularly during these tough economic times.

As always, the crowd was well-fed by Industrial Valve's delicious and plentiful brisket! (More details on pages 2-3.)

## **PEP Partners with Envision Coastal Alabama**

Jennifer Denson, PEP's executive director, was recently appointed to a two-year term as co-chair of Envision Coastal Alabama's Environment Committee.

Envision Coastal Alabama is a regional initiative coordinated by the Mobile and Baldwin County Chambers of Commerce. Envision was created twelve years ago to provide a framework for regional community decision making. Volunteers, community leaders and elected officials work together in 4 focus areas: Environment, Education, Economic Development and Equity.

Envision's goal of a unified coastal region has achieved numerous successes over the years. For more information about Envision, please go to [www.envisioncoastalabama.org](http://www.envisioncoastalabama.org).

### **WELCOME NEW PEP MEMBERS**

**Audubon Park Apartments**

**Merit Electrical** referred by  
Thompson Engineering

**Moody's Electric**

*Many Thanks  
to our referring  
Companies!*

*Partners for  
Environmental Progress  
(PEP)*  
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***"A Clean Environment is Good for Business"***



## *Many Thanks to Our 2009 Exhibitors...*

- ❖ Aker Drilling Risers
- ❖ Aker Solutions
- ❖ Akzo Nobel Functional Chemicals
- ❖ Alabama Power-Barry Steam Plant
- ❖ Alabama State Port Authority
- ❖ Arkema
- ❖ Atlantic Marine Alabama
- ❖ BASF
- ❖ Berg Spiral Pipe
- ❖ Calpine Corporations
- ❖ E. I. DuPont
- ❖ Evonik Degussa
- ❖ ExxonMobil-Mobile Bay Operations
- ❖ Gulf States Engineering
- ❖ Hargrove Engineers + Constructors
- ❖ Holcim
- ❖ Huntsman Advanced Materials
- ❖ International Shipholding
- ❖ KBR
- ❖ Kemira Water Solutions
- ❖ Manufacture Alabama
- ❖ Masland Contract (Carpets)
- ❖ Mitsubishi Polysilicon
- ❖ Mitternight Boiler Works



- ❖ MMR Constructors
- ❖ Mobile Airport Authority
- ❖ Mobile Area Chamber of Commerce
- ❖ Mobile Association of Purchasing Management
- ❖ Mobile Gas
- ❖ Northrop Grumman
- ❖ Shell Chemical
- ❖ Southern Ionics
- ❖ Thompson Engineering
- ❖ ThyssenKrupp Stainless USA
- ❖ ThyssenKrupp Steel USA
- ❖ TORP Terminal
- ❖ U.S. Army Corps of Engineers
- ❖ White-Spinner Construction



### THANK YOU

To our members and  
Board of Directors for  
Trade Show Volunteers,  
donations, ticket sales  
and for recruiting  
new members!





PEP extends special thanks to Industrial Valve, Royal Cup Coffee, Waste Management and Long's Human Resource Services. These companies provided hospitality including food, beverages and supplies for those attending the Open House.

## ***Thank You PEP Volunteers***

Thank you to the many committee volunteers that work to make PEP events a success!

### **PEP Golf Tournament**

Charles Wilson, Total Safety\*  
Mark Wright, J.H. Wright & Associates\*  
Randi Patterson, J.H. Wright & Associates  
Renee Sorenson, Long's Human Resource Services

### **PEP Membership Breakfast:**

Steve Russell, Mobile Area Chamber of Commerce\*

### **PEP Open House**

Howard Johnson, MMR Constructors, Committee Chair\*  
Ernie Carlisle, Industrial Valve  
Gary Criscione, Evonik Degussa\*  
Tom Damson, Long's Human Resource Services\*  
Bernie Fogarty, Alabama Power\*  
Renee Sorenson, Long's Human Resource Services  
Katina Conboy, Hargrove Engineers + Constructors  
Karen Marsal, Zebra Marketing

Judy Miller, WESCO Gas and Welding Supply  
Neil Johnston, Hand Arendall, LLC  
Charles Wilson, Total Safety\*  
David Stewart, Alabama Power  
Debbie Simpson, Akzo Nobel

\* Designates member of PEP Board of Directors





## WIN PEP's 2010 Membership Campaign

For the first time, PEP is holding a Membership Recruitment campaign. All employees from member companies are eligible to participate and win more than \$500 in prizes. Join efforts with your company colleagues or work individually and help PEP grow! All recruiting companies will be publicly appreciated through the emails, newsletters and membership breakfasts.

**Goal:** Recruit like-minded companies to join with PEP to support sustainable economic development and environmental stewardship in the Mobile/Baldwin region.

### **The Campaign:**

Current PEP members will recruit companies to apply for PEP membership from December 1, 2009 through April 30, 2010. *Only valid entries will be counted towards the individual's total recruitment number.*

### **A valid entry is defined:**

- ❖ The applying company's application must be received in the PEP office by fax, email or mail, no later than 5pm on April 30.
- ❖ The Application must include:
  - ❖ the signature of the applying company's local senior management; and
  - ❖ The name of the referring person and company.
- ❖ The application must be approved for membership by the PEP Board of Directors. The Board will review applications at the first Board meeting following receipt of the application, and no later than the May meeting.

### **How to Win:**

- ❖ PEP will declare two (2) winners, one from each category, at the July Membership Breakfast (or earlier).
  - Category 1:** Individual referring the most applications received and approved for PEP membership.
  - Category 2:** Individual referring the highest dollar amount for annual dues that is approved for PEP membership.
- ❖ Each Winner will receive a \$250 gift certificate to a local restaurant or business of their choice. In the case of a tie, the prize will be split equally among the winners. One person cannot win both categories. If someone wins both categories, then Category 2, the highest dollar amount will be awarded to the person with the next highest amount.
- ❖ PEP staff and PEP Board of Directors are not eligible to win. However, the staff of Board member companies are eligible to win.

*Wishing You and Yours a  
Blessed Holiday Season  
and a  
Prosperous New Year!*