

THE EVOLUTION OF ERFS

An Interview with Mark Vigneri, President and CEO

► BY ANNE MONSEUR

Environmental remediation has come a long way. Just ask Mark Vigneri, President and CEO of Environmental Remediation and Financial Services LLC (ERFS). Starting from the ground up, Mark created a precedent-setting standard that would challenge the way other environmental companies would do business.

Mark was at the forefront of commercializing in-situ oxidation technologies dating back to 1993. “Because the environmental in-situ remediation industry was in its infancy when I started out, reasonable standards of practice had not yet been established. Environmental companies in the 1990s were operating on a best effort basis with limited success. There were no certainties to the customer, no set standard for performance. Today, there is an expectation of performance. As a remediation company, we are valued by the certainty and flexibility we can offer through technology and business programs that were previously unimaginable.”

“Our company today has to be more than just a cleanup crew. In the past, the most common way to handle soil contamination was to excavate and transport it offsite or soil vapor extraction. For larger spills, this wasn’t always feasible. When you had groundwater contamination, it was pump and treat, and sparging systems. In many cases, these were extremely costly or ineffective.”

Mark found his professional calling in the environmental industry purely by accident during a side project for a startup company in the early 1990s and later became a principal of the company. “This was the first Fenton-in-a-well groundwater remediation company. It was uncharted territory, not only for the industry but for me personally. I never imagined I would have to find clients and then deliver services, while simultaneously running two patent cases against people who copied the company’s process. The experience provided me with a solid understanding of how the remediation industry worked, its shortcomings, and more importantly, what clients really needed.”

Mark started Environmental Business Solutions International Inc. (EBSI) in 1998. Based on his trademarked On-Contact® model for technology development and Pay-for-Performance contracting, EBSI worked across the United States and Japan, successfully completing tough and unique groundwater and soil remediation projects. On the day of EBSI’s fifth

anniversary, Mark bought out his partners, changed the company’s structure, brought in new personnel and added financial services, creating ERFS. As he put it, “I wanted the company name to reflect exactly what we did best.”

Today, Mark Vigneri is best known for his work in creating and developing the On-Contact family of remediation processes. The process uses four basic stages to link physical, chemical and control technologies to provide fixed-price groundwater and soil remediation. ERFS’ Pay-for-Performance contracting provides the customer a fixed price for services matched to a performance schedule, ensuring the highest return on investment.



ERFS installing a horizontal injection system under a high-rise building

Also, Mark believes that assembling the best personnel in the business makes all the difference. “I’ve had the unique privilege of working with the industry’s most experienced and accomplished professional engineers, environmental chemists and scientists, geologists and financial experts for years now. It’s because of them that ERFS has become such a driving force in the industry. My job has simply been to get this highly experienced staff whatever resources they need and match our extensive capabilities in remediation to our clients’ wish lists.”

Currently, ERFS works with various clients, including environmental consultants, large corporations, law firms, state and federal programs, insurance companies, banks and the individual commercial or residential landowners. When asked what message he wanted to send prospective clients interested in environmental remediation, Mark said, “In today’s world, you can’t afford not to investigate what ERFS can do for your site.” ■