



A 6,000-gallon-per-minute Cooling Water System utilized in a plastic bottle manufacturing operation, engineered and manufactured by EnviroSep



Tim Tilley, EnviroSep's president, stands inside a 1,100-ton modular chilled water plant for cooling a medium-sized hospital.

EnviroSep

ENERGY-EFFICIENT ENGINEERING

BY HOLLEY AUFDEHORTE

As head of a company that does most of its business outside South Carolina, Tim Tilley could have planted stakes elsewhere. Instead, he chose Georgetown County as headquarters for EnviroSep, an engineering and manufacturing company that occupies a 33,500-square-foot facility in the Airport Industrial Park in Georgetown.

When he launched EnviroSep in 1998, Tilley had only three employees, counting himself. Today there are close to 50, including engineers, skilled tradesmen and office staff. In July 2008, the Georgetown County Chamber of Commerce honored him as Small Business Person of the Year, and in September 2008, he was named an Ambassador for Economic Development by Gov. Mark Sanford and the S.C. Department of Commerce, "for

exceptional efforts to bolster community and economic development activities in South Carolina."

A native of Rocky Mount, N.C., Tilley graduated from North Carolina State University in 1985 with a degree in mechanical engineering. He and his wife, Rose, have lived in Georgetown since 1992.

The name EnviroSep, which stands for Environmental Separations, stems from Tilley's initial concept for the company. "The original business plan was the engineering and manufacturing of wastewater reuse equipment, which involved a separation process," he explains. "The plan was to focus on textile companies due to their large volumes of industrial wastewater discharge." That business plan failed, he admits. "The level of technology required to

operate the systems [was] unattractive for the average industrial client, and the textile industry disappeared." To survive, the company shifted to custom-engineered and manufactured fluids handling and heat transfer equipment for commercial or industrial applications.

Today, Tilley says, EnviroSep designs and manufactures equipment for a broad range of clients and applications, from pharmaceutical and nanotechnology companies to simple water-based commercial air conditioning systems. "We actually design processes and systems from scratch, depending on what a client's needs are," he says. Typical clients include universities and other school systems, hospitals, military bases, high-rise condominiums, laundries, food processing companies and manufac-

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turers of chemicals, automobiles, textiles, plastics, medical and other products.

A visit to the photo gallery on EnviroSep's web site (www.EnviroSep.com) illustrates not only the types of systems Tilley's company designs and builds (to cool and pump water, transfer heat via natural gas or propane, reclaim heat from wastewater and other applications) but also the scale of the custom-built products (think of a compact car at one end of the spectrum and two side-by-side 18-wheelers at the other).

Instead of building a system at the intended site, EnviroSep works in the controlled environment of its Georgetown plant. "When we build it, we build it as one complete system that's ready to be started, including the electrical controls and all the integration to make the whole system function as one complete system," Tilley says.



High temperature (375 degrees F) Hot Water Generation and Distribution System utilized in a European chemical operation

Then it's put through a complete test-run before being shipped. "It shortens the construction project's lead time, and it is much more economical to build. It's really hard to manage materials out on a job site, because you've normally got limited space. And the big benefit is there's only one source to blame if something's not right, which is us."

Cost savings down the line also count. "The more energy-efficient that we design and develop the process, the lower the operating cost is for the client," he says, adding that another benefit is that it "negates environmental liabilities."

Using independent sales reps, EnviroSep has made large inroads into major cities, including Baltimore, Washington, D.C., Philadelphia and Boston and states such as Arizona, California and Oregon. Among its growing number of clients are the engineering firm Fluor and biopharmaceutical company Bristol-Myers Squibb, both global entities.

Tilley looks forward to the day when more local and regional clients will embrace EnviroSep's technology, which he says offers substantial savings over conventional methods and is more energy efficient. ●

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