

# Environmental firm on solid ground



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Photo courtesy of St. Germain Collins

**St. Germain Collins** in Westbrook was determined not to become another victim of the recession. So, it tweaked the way it did business and the gamble has paid off in substantial growth and profitability.

Instead of laying off staff, the environmental consultant and engineering firm focused on new markets and services, ramped up its marketing, and built a quality workforce by hiring more employees, according to a company news release.

St. Germain Collins also invested in equipment, technology, employee training, and a new information management system.

The end result has been a steady increase in its workforce over the past three years. This year, the firm grew to 18 employees, or 28 percent. It grew 8 percent in 2012, and 20 percent in 2011.

The firm provides senior-level management in civil engineering and permitting, environmental health and safety compliance, and remediation throughout New England. It serves small and large commercial clients and industrial facilities.

Source: St. Germain Collins – Heather Seymour



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PJ LASSEK  
Writer  
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