



LONE STAR COLLEGE SYSTEM
SMALL BUSINESS
DEVELOPMENT CENTER

Consulting ★ Training ★ Solutions

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SBDC Success Story: Gulf Coast Environmental Systems, LLC A Global Leader in Air Pollution Control Technology

Gulf Coast Environmental Systems, LLC (GCE), located in Willis Texas is a provider of Air Pollution Control Technology and Equipment to worldwide markets.

GCE was founded in 2003 in The Woodlands, Texas as an engineering company specializing in air pollution control technology. Equipment, mainly thermal oxidizers, was carefully engineered to specifically match each customer's unique application. Manufacturing was initially performed at a subcontractor's facility near Chicago.

By 2006 GCE's business had grown to a point where in order to maintain the desired quality and production commitments, in-house manufacturing was necessary. Locations in Illinois, California, Nevada, Oklahoma and Texas were considered. In order to finalize our decision we engaged the SBDC office in The Woodlands and was introduced to a site in Willis, Texas. The site in Willis was eventually chosen for the following reasons; a suitable manufacturing facility already existed, a knowledgeable management team and workforce was locally available and Texas offered a cooperative business minded mentality.

Ken Rogers, GCE's President said; "In the end the decision was simple. We located the plant in the area where we felt we would get the most local support. The Small Business Development Center was a major factor in the decision; "it has proven to be a sounding board which I personally find to be extremely important. Their help in assessing property values, labor availabilities and lending options was very helpful". An added benefit has been the work ethic that seems to be built in to the local labor. Not only are we able to hire skilled workers but they bring with them a culture of giving a good days work every day. I can truthfully say that I believe we produce the best quality in the industry and we do it at a competitive price."

GCE's equipment is used in many industries to clean the air, eliminate odors and reduce greenhouse gasses. GCE has installed many pieces of equipment in and around the Houston area as well as Canada, Mexico, Israel, Abu Dhabi, Australia and China. Projects currently on the books include domestic customers as well as several in the Middle East and elsewhere.

GCE is in the process of creating a subsidiary in Shanghai, China in order to service a multimillion dollar contract for equipment in that country to reduce greenhouse gasses. Much of that equipment will be built in Willis.

Mr. Rogers says that what separates GCE from the competition is the ability to engineer the equipment to meet the application. In fact the large contract for equipment for China was placed after the customer interviewed 31 builders of similar equipment worldwide. GCE was selected because of its ability to create innovative and cost effective designs as well as its ability to build install and provide service in China.

Ken Rogers, President of GCE is a graduate of National University in San Diego with a business major. He has owned or managed manufacturing companies and for 10 years prior to coming to GCE, acted as a consultant for businesses in the defense, nuclear and commercial industries.

Chad Clark, Chief Engineer is a graduate of Vanderbilt University in Nashville with a Mechanical Engineering degree. He has extensive experience in the industry and is mainly responsible for GCE's innovative engineering approach and customer specific designs.

Winton Hood, General Manager of the Willis facility has extensive experience managing manufacturing facilities. Mr. Hood brings to GCE the management, logistics and quality control experience to make GCE a true world class manufacturer.

Mr. Rogers further says that even through the current economic downturn GCE's business is growing. "Companies are looking for better value. That means us. Orders so far this year have actually surpassed last year at this time and as our reputation grows so do our opportunities. Business is international. So far this year I have been to Germany and London to negotiate new contracts. The new administrations stated goals of reducing greenhouse gasses will add to the demand for our equipment domestically. We fully expect our business to grow dramatically in the coming years." In addition to the Willis Facility, GCE has offices in Brazil, China and

Australia. GCE's engineering office is located in Chicago.
Please see GCE's web site at www.gcesystems.com.

