

# BFL Consultants Ltd.

## Export Contact:

Mr. Charles H. Cullum  
Manager, Special Projects  
Development

133 Crosbie Rd.  
P.O. Box 12070  
St. John's, NFLD  
A1B-3T5

Tel: 709-753-6252  
Fax: 709-739-5458

## Products/Services

AIR POLLUTION CONTROL  
HAZARDOUS WASTE  
MONITORING  
NOISE POLLUTION CONTROL  
OIL SPILL  
RECYCLING  
SITE RECLAMATION  
SOLID WASTE  
WATER & WASTEWATER

Air Pollution Control  
Analytical Services  
Audits/Assessments  
Consulting Services: Engineering  
Energy Management Systems  
Energy Recovery  
Engineering & Construction  
Gas/Liquid/Solid Separation Equipment  
Hydraulic Modelling and Research  
Independent Inspection  
Multi-Disciplinary Services

Noise Control  
Pollution Abatement Services  
Precipitators  
Project Management Services  
Public Works Engineering  
Separators  
Site Inspection  
Sludge Inspection/Treatment  
Television Sewer Inspection  
Wastewater Treatment Services  
Water Pollution Control

## Company/Product

Originating in mergers of several independent companies in 1982-84, BFL Consultants Ltd. is an employee owned multi-disciplinary consulting firm offering services in structural, mechanical, electrical, civil, and environmental engineering as well as architecture and project management. BFL Consultants Ltd. has grown to its present position as one of the most successful firms of its kind in the Atlantic Provinces. As the Newfoundland component of Newfoundland Offshore Contractors (a joint venture responsible for the design of the Hibernia gravity-base offshore oil drilling platform), the company's specific contributions to this project have been the provision of an accommodations module and major involvement in process engineering. As part of a diversification program, BFL began marketing environmental services in 1989.

BFL provides environmental engineering services relating to all kinds of pollution control, specializing in the areas of air and water pollution and problem analysis. The company's engineers have developed an innovative tangential separator system applied to sanitary sewage, which in turn has successfully served the Town of Gander since 1990. With World Bank encouragement, BFL is developing this system for use in Third World countries and is researching its use for many industrial waste applications. The system is simple, flexible, and very low on energy, space, and maintenance requirements.

## Current Geographic Marketing Activities

Arrangements have been made for the construction of a separator-based sanitary sewage treatment system at a large hotel on the coast of Kenya to serve as a hot climate pilot plant. Local associates in Kenya have undertaken to promote the system throughout East Africa. Negotiations have been started for a joint venture with a British partner specializing in the chemical treatment of effluents to pursue industrial waste treatment projects using tangential separators around the world. Given the success of the Kenya pilot plant, a French company has indicated its willingness to install the system on new projects to be constructed in Angola, Niger, Pakistan, and Vietnam, while marketing activities have been initiated through local contacts in Ghana and China.

## Contact Sought

BFL Consultants Ltd. would like to develop contacts with senior individuals in the public or private sector who are responsible for wastewater and industrial effluent treatment, as well as those whose firms design and build wastewater treatment systems, and who would consider applying the tangential separator system. The company is particularly interested in establishing markets for its services and separator system in English speaking clients located in North America, the Caribbean, and Latin America.