



## **Edward N. Sailer, CHMM, LEP**

### **Biography**

President and co-Founder of ProEnvironmentWare, Inc., Edward N. Sailer, CHMM, LEP, is a veteran environmental consultant with more than 30 years of experience in both the public and private sectors. Since 1993 he has also been the president of Sailer Environmental, Inc., acting as the project director or manager for hundreds of environmental projects throughout the northeastern and Midwestern areas of the United States for clients, from Fortune 100 Companies to individuals.

After developing environmental compliance systems for companies ranging from commercial hazardous waste facilities to small and medium-sized industrial facilities including marinas, Sailer recognized a need in the industry for products that would provide improved permit report organization, email compliance due date alerts, searchable document archives, and sophisticated training programs. Sailer teamed up with David Watson, vice president, and William Spencer, general counsel, and together they launched the company's flagship product, [ProComplianceWare™](#) (PCW), a cost-effective Web-based compliance management system that helps companies manage regulatory compliance, reducing the risk of penalties and fines from ever-expanding government regulations. The system enables companies to electronically manage environmental compliance obligations imposed by regulations or facility-specific permits, including compliance deadlines, inspections, training, and sampling activities. PCW reduces management costs while substantially improving the level of environmental compliance.

Sailer spearheaded the company's other EMS: StormWaterSamplingAlert (SWSA), a Web-based weather alert system, developed in conjunction with CustomWeather, Inc., delivering detailed and accurate email notices of the arrival of storms that meet the criteria for a sampling event for industries subject to an Industrial Stormwater General Permit.

Sailer's experience as an environmental consultant began in 1987 as the vice president of Diversified Environment Resources, Inc. an environmental consulting firm with offices located in Trenton, New Jersey. He offers extensive expertise in the areas of environmental compliance site assessment, investigation, and remediation, solid and hazardous regulations and Superfund actions. This includes the detailed understanding of state and federal cleanup standards in Connecticut, New York, and New Jersey, a thorough working knowledge of the RCRA and CERCLA regulations, and a proven ability to apply those regulations to resolve his clients' needs and objectives. He routinely assists attorneys in environmental matters and has been qualified as an Expert Witness in many states.

His career includes six years with the New Jersey Department of Environmental Protection (NJDEP) as an environmental engineer where he was involved in the review of engineering

designs and permit applications for approximately 100 solid waste facilities throughout the state including sanitary landfills and transfer stations. Sailer's work for the NJDEP involved working with the New Jersey Attorney General's office on numerous cases to enforce New Jersey's solid and hazardous waste laws and regulations.

He spent two years with Waste Conversion, Inc., a major hazardous waste treatment and disposal facility where his work included managing the surficial cleanup of the Shore Realty Site in Glenwood Landing, New York under contract to the New York State Department of Environmental Conservation (NYSDEC). He was then promoted to Manager of Environmental Affairs. In this capacity, Sailer was responsible for the preparation of the RCRA Part B Permit Applications for Waste Conversion, Inc., and its sister companies, Ecolotec, Inc., Petroleum Recycling, Inc., Chemical Management, Inc., and Keystone Chemical Company, Inc. In addition, Sailer worked with the upper management of all of these hazardous waste facilities on regulatory compliance issues on a daily basis.

A Licensed Environmental Professional (LEP) in the State of Connecticut, Sailer is a master-level Certified Hazardous Materials Manager (CHMM).

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