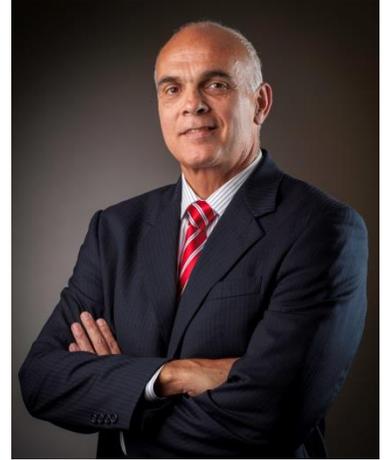




FOCUS ON: L. Miguel Salinas

For executives and professionals involved in the electric utilities industry, the past few years have been enormously challenging as a result of catastrophic natural disasters – first, Hurricane Katrina along the Gulf Coast and more recently Superstorm Sandy – and disabling service stoppages, such as the massive 2008 power outages that left tens of millions of people in the Northeast in the dark.

Pressures on public utilities to meet energy crises, evolving infrastructure needs and volatile market demands are pushing engineering firms to draft innovative solutions to complex operational challenges -- and PS&S is uniquely suited to provide that breadth and depth of technical and professional assistance.



L. Miguel Salinas, PS&S's Senior Vice President who chairs the Energy Utility group, noted that the firm itself has evolved in response to powerful market-changing events. In New Jersey and New York, he said, "we've always been leaders, at the forefront of understanding and creating solutions for complying with new regulatory programs."

Four years ago, Salinas said, PS&S developed an Infrastructure Group as one of its main business and marketing components, covering all energy utilities and public sector clients. In 2013, driven by customer needs and client growth, the firm broke the group into two separate lines of businesses – the Public Sector market and the Energy Utility market.

Salinas, who joined the firm in 2007, took the administrative reins of the Energy Utility group and also leads its go-to-market efforts. His professional background features broad experience with the energy utilities in all aspects of planning, engineering and environmental services. He is a licensed site remediation professional (LSRP) in New Jersey and certified professional soil scientist (CPSS) nationally.

"Working with utilities in New Jersey, Pennsylvania and New York has been a big part of my career," Salinas said. "Helping clients understand and navigate the regulations has always played a big role in what we do."

"Regulatory programs have and will continue to evolve," he said. "Recently, one of our clients told me that the 'value add' we bring to the table is not only understanding what the regulation means, but more importantly the unwritten knowledge of how to comply most effectively and efficiently -- without having to spend tremendous time and effort going back and forth with agencies."

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Over the past few years, he added, “we’ve seen radical changes with regulations, technical advances and current thinking.”

Many of those changes are the result of increasing demand for energy in the most densely populated area of the country; the impact of recent severe storms in the aftermath of Katrina; the effect of harsh winters; aging infrastructure, and newly available natural gas resources in the region.

“The weather and storm-related impacts have changed the way we look at flood prevention and protection, flood analysis and all the science behind it,” Salinas said. “That has stepped up the past 10 years or so, and I continue to see that happening.”

PS&S works closely with the major utility companies -- including PSE&G, First Energy/JCP&L, AGL/Elizabethtown Gas, UGI, Orange and Rockland/Con Ed, National Grid and Atlantic City Electric -- to develop new, creative and productive solutions. Recently, Salinas said, the firm has been doing extensive work with PSE&G Long Island, since the utility’s takeover of the Long Island Power Authority infrastructure.

That continues the firm’s solid track record on Long Island, built from its office base in Garden City. Besides its breadth of engineering and architectural talent and services, the firm’s presence in key markets through its development of regional offices is another plus.

“Having our regional offices makes a big difference,” Salinas said. “A lot of the big utilities have regional services that one or more of our offices falls within. That advantage helps us become a local presence, as well as having all of the other technical expertise of the company.”

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