

Colorado Lining International Inc.

Applying Unique Containment Solutions Worldwide

Produced by Christian Davis & Written by Jeanee Dudley

Colorado Lining International Inc. (CLI) opened its doors in 1978 fabricating and installing specialty environmental lining systems. The business has experienced steady growth over the years and now operates out of two facilities, with a headquarters in Parker, Colo., and a production facility in New Caney, Texas. Additionally, sales representatives support business on each coast, with satellite offices in California and North Carolina.

Today 90 employees keep the gears turning, as CLI produces custom solutions for a range of industries, including agriculture,

mining, industrial, aquaculture, recreational, oil and gas, as well as municipal such as water, wastewater and landfills. Strong, long-distance relationships have allowed the business to sustain sales on several continents.

Patrick Elliott, general manager of CLI, has been with the business for 19 years. “I came to work at the company fresh out of high school in 1994,” Elliott says. “It started as a summer job and I never left.” Elliott and the rest of the staff comprise decades of combined experience in the industry, a factor that sets CLI



apart from competitors. “The owner and company president, John Heap, has been here for 30 years,” Elliott continues. “His father founded the business five years before that.”

Custom Products and Leading Service

CLI works with customers to develop unique solutions for a variety of lining needs. “Basically, we are a specialty contractor,” says Elliott. “We specialize in environmental lining systems for a variety of applications.” The company’s applications include: oil and gas pad and pit liners, mining heap leach pads, landfills, water storage and floating covers, canals, agricultural waste lagoons, wastewater, aquaculture and dams.

Elliott is confident in the CLI team’s ability. “There are two sides to the business,” he says. “We are a fabricator, so we fabricate the lining materials to size and ship it out to installers or have our



own crews travel to the location for installation. The fact that we do both really sets us apart, as many businesses do one or the other. A majority of our contracting business is in the western

United States, but fabrication and specialty construction projects like floating covers are sold and installed internationally. We specialize in the complicated projects; we like a challenge, so we enjoy going out and working on the tough ones.”

And CLI has proven itself around the globe, as the team recently completed a large project in Australia. “It was pretty neat,” says Elliott. “We were working on a desalinization plant for Victoria, Australia, which will be used to remove salt from ocean water to

supply potable water for the growing populations of Melbourne and related cities within the state. We have also been doing some large projects in the oil and gas industry for hydraulic fracturing. In the gas industry, they pump chemicals and water into the well to fracture veins of shale rock to get better producing wells. In

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turn, that requires a large volume of water for the process and water is very precious these days. You get contaminated water in the process that has been mixed with the chemical, salt and sand and it has to be stored somewhere to protect the ground water from mixing in with it.”

Expanding Horizons

While the state of the economy has been sub-par over the last few years, Elliott says his company has remained strong. “We

have dealt with it well,” he explains. “In 2002 we were doing about 35 percent in development and last year it was probably between 5 and 10 percent with the changes in the housing markets. Our business shifted to different marketplaces and we survived well through it. It changed the markets we decided to chase. We added 40 feet onto our fabrication plant in Houston in 2012, too. Our business is very dependent on the floor space we have available.”

Aside from making room for growth, CLI is introducing some new products and services to the line. “We have a new product called Ecodur,” Elliott elaborates. “It’s a spray-on liner and it’s fairly new compared to the traditional sheet liners. The Ecodur serves a similar purpose for applications, but has differences in how it performs. The material has been dubbed veggie plastic; it is made from castor oil and gypsum, one of the most abundant resources on the planet. We have done some good size jobs with it so far. We are taking our time and making sure it is working well.”

That is not all that Elliott and the team at CLI has up its sleeve. “We are also getting into some more traditional coatings that will complement the projects we work on,” he continues. “Our philosophy is to pick the right product for each project. Each product has its own properties that work better for different applications. We are always looking for new products and teaming up with our manufacturers to find them.”

CLI is celebrating 35 years of business in 2013. However, Elliott says the business has no major plans for a celebration. For now, the crew is focused on maintaining steady growth and offering leading products and services to clients. “We will continue to do what we do best,” Elliott says, emphasizing that Colorado Lining International Inc. will keep pushing for quality and innovation in lining product fabrication for clients around the world.

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