

# BENEFICIAL RECLAIM/REUSE PROGRAM FOR OILFIELD SERVICES COMPANY

Reduced Customer's Overall Disposal and Storage Costs



One of the greatest challenges facing many of today's companies is finding cost-effective methods to dispose of large volumes of waste generated during manufacturing processes. The expense, time and risk involved with waste disposal within strict EPA regulations can make otherwise profitable product streams nearly untenable.

For a leading oilfield services company generating 970,000 lbs. of ammonia distillate on average annually from its batch production plant, the cost, liability and time associated with storage and incineration of that much product was becoming prohibitive. The customer considered reclaim/reuse avenues, but the strong smell of ammonia distillate eliminated many potential options.

Nexeo Solutions searched its network for a manufacturer that could fit the bill, eventually matching the customer with a reclamation partner that could re-purpose the ammonia distillate. We

assisted with a four-month facility audit and approval process, after which the reclamation partner brought in EPA officials to verify the material's proper use. To reduce the customer's storage costs, we proposed a more cost-efficient option through our Nexeo Solutions network.

The result was a win for both parties: The oilfield services company realized significant savings in storage and disposal costs, while reducing overall environmental impact. And today, the reclamation partner re-purposes the ammonia distillate for industrial cleaning and creating road base, which has created considerable savings on raw materials.

**Discover how a partnership with Nexeo Solutions can contribute to your bottom line and help achieve your sustainability goals.**

## AT-A-GLANCE

### RECORDED BENEFITS

- Reduced disposal costs by 50%
- Reduced storage costs by 78% using Nexeo Solutions network
- Met customer's beneficial reuse guidelines
- Reduced waste log reporting by 100% for this material

### CHALLENGE

Customer sought a more efficient method to dispose of large quantities of ammonia distillate.

### SOLUTION

Nexeo Solutions identified a reclamation partner to process the material at a far less expensive rate — and proposed a storage option to further reduce costs for our customer.

### RESULT

By partnering with Nexeo Solutions, the oilfield services company reduced disposal and storage expenses and potentially minimized its liability by sending the material for reclaim.

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