

# Partnership Saves Company Millions During Pipeline Demolition.

**Think Green.®**

**S**hort-term self-interest doesn't always translate into long-term success. In fact, finding ways to lower a customer's costs is often the best way to forge a lasting — and mutually profitable — business relationship.

In early 2000, the Chevron Pipe Line Company decided to close a "hot line" route between Bakersfield, Calif., and the Pacific coast. Built during the 1920s and 1930s, the pipeline had used heated steam to facilitate the flow of oil along its approximately 120-mile route. The

system included a half-dozen steam generation transmission stations that could now be used for more profitable purposes.

It was decided that the steam-generating transmission stations would be disassembled one by one over the course of several years. Of

particular concern at each location was the handling of lead and asbestos, hazardous materials commonly used during the time of the system's construction and use.

Having worked with Waste Management in the past, Chevron brought the company on board as a partner to advise and manage these potentially dangerous materials. Waste Management consultants began by analyzing the types and amount of waste present at each station, looking to combine complementary



materials to increase transportation and disposal efficiencies.

Waste Management also closely examined the concentrations of lead and asbestos at these sites to determine how they compared to federal TSCA, RCRA and state regulations. Although Waste Management stood to profit from maximizing the amount of "hazardous wastes" it could identify, the company instead strove to re-classify as much material as it could to save its partner money. In fact, Waste Management's mass balance revealed that the lead it recovered did not exceed the 5 percent by weight necessary to define it as "hazardous," and that if the asbestos was not broken up, it too could retain the "non-hazardous" classification.

This materials reclassification, combined with the discovery of numerous recycling options, has so far saved Chevron Pipe Line an estimated \$2-1/2 to \$3 million.

**When partners work toward common interests, major savings are in the pipeline.**

*From everyday collection to environmental protection, Think Green. Think Waste Management.*

*"Waste Management brought a partnership approach to the table and developed the most beneficial, cost-effective solution for our problem. Over 95% of the demolition material was disposed of as non-hazardous or was reclaimed for recycling."*

**Michael De Nicola  
Environmental Engineer  
ChevronTexaco Pipeline Co.**

**INDUSTRIAL SERVICES**