

Case Study

A Successful Partnership

Overview

Customer confidence in what the InSite Services program can do is vital to its success, helping build trust to promote fresh ideas about waste management. It's a partnership that has common objectives where stewardship is shared and ultimate goals realized because of the commitment everyone demonstrates throughout the process.

Starting with these key elements, a site that was looking at invoices upwards of \$88,500 for a single shipment and seeing a RCRA waste stream increase by 705% in a two year period and a non RCRA stream by 272% in a single year, now has the satisfaction of saving on average \$22,828 per month and recycling a material that was being shipped off site for disposal as a hazardous waste (aerosol cans).



Background

Two major events proved to be the catalyst for seeking alternative means for managing waste on site:

1. 70 pallets of a single material that would have cost over \$77,000.00 to ship off site for incineration; aerosol cans increasing by 705% over a two year period.
2. Non-RCRA Non-Biowaste syringes stream increased by 272% in volume. These syringes contain nothing but sterile water from a sterilization process.

These waste streams will continue to be generated throughout customer's history per their line of business. Once production stage began these numbers grew even more.

Challenge

- Initial Cost/Investment for equipment and labor to operate equipment
- Buy-In from HSE Dept.
- Creating trust/confidence of site contact
- Building on above to promote InSite Services capabilities



Approach

Waste minimization research for syringes, aerosol cans, and laboratory waste. Meeting with laboratory managers to discuss better lab practices to include inventory control of chemicals, distributing unused chemicals to other labs on-site. Profile review and RCRA regulatory research to utilize state and Federal EPA exemptions. Power Point to HSE Management detailing Cost Savings /Waste Minimization /ROI. Use of Customer's contractor staffing agency rather than additional CHES labor for miscellaneous work. Building relationships with site contact, vendors, contractors, and all site personnel.

Results

Site Specific Waste Minimization/Cost Saving efforts from July 2013 through 2015 Q1-Q3:

- 166 tons of waste diverted from waste disposal
 - 9 tons of RCRA Waste avoided using better waste management practices
 - 157 tons of NonHazardous Waste was "crushed" using the Vyleater®
- \$593,535 avoidance in disposal costs
- ROI for equipment
 - < 2 months for the Vyleater
 - 1 week for Aerosolv system

Additionally, the RCRA waste minimization avoided the client from entering Large Quantity Generator status, thus provided additional savings and resources by not having to make changes to their current SQG RCRA program elements to abide by the LQG standards.

Lastly, InSite Services demonstrated to the client realistic opportunities for process improvements and cost savings while ensuring safety and regulatory compliance. The efforts put forth by the InSite Services program was strategic in solidifying a partnership with the client.

Review

