



IMPACT Another PSC Success Story

Waste Stream Management — Refining



Redefining Refinery Tank Cleaning

Many industrial facilities contract their routine maintenance and tank cleaning work on an event by event basis. When work is needed, the facility will issue a Request for Proposal (RFP) to qualified contractors and then select the winner based on factors including price, experience and reputation. And when the next assignment is scheduled, the process starts all over again. This job-by-job approach is not only time-consuming, it can also lead to higher costs and inconsistent results.

Sometimes it's just better to stick with someone you trust.

In 2010, one of the largest oil refineries on America's west coast needed to clean one of its large petroleum storage tanks. The tank was one of dozens that stands on the 2,500+ acre property where over 200,000 barrels of petroleum are refined daily into motor gasoline, jet fuel, diesel fuel and other petroleum-based products. Because safety and environmental concerns are high on the refinery's list of priorities, management determined that maintenance be performed on schedule and with the highest regard for quality and safety.

As was its policy, the facility's maintenance team requested proposals from several area industrial cleaning companies. Although

PSC had not worked at this particular plant for more than five years, refinery management was impressed with their results elsewhere and chose them for the job.

PSC completed the tank cleaning job as promised - on time, on budget and with zero safety incidents. As part of their service, PSC also processed the tank sludge through a centrifuge to recover oil that could be sent back through the refining process to yield marketable products.

Refinery management was so impressed that they awarded PSC contracts to clean two additional large storage tanks and allowed PSC to establish a permanent in-house crew at the plant. Between major assignments, this in-house crew now takes on minor maintenance and cleaning jobs as requested, so that they are available for the next large cleaning event.

For the petroleum refiner, the result is streamlined operations, consistently high quality maintenance and controlled costs. And PSC? They get yet another satisfied customer to add to their ever growing client list.

When you hire PSC, you get more than just a job well done, you get a partnership.



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