Reclaiming and solidifying

Managing the rising costs of disposal

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Overview

Water used for drilling fluids and hydro-excavation is key for effective utility installation, but proper disposal can add significant operational costs and logistical challenges for contractors. The right equipment and a good plan are key. This presentation will discuss what to consider when planning the next job's disposal. It will highlight different industry solutions that are available to help contractors understand the cost, time and complexity of drilling fluid and hydro-excavation waste management.

Agenda

- Why are fluids important to utility installation?
- So what's the problem with fluids management?
- How are contractors dealing with it today?
- How does solidification compare to separation?
- How does solidification work?
- Where is this solution needed?
- Close

Industry problem

Increase in hydro excavation with more utilities underground

Less readily available disposal sites can mean excess time on the road traveling to specialized dump sites

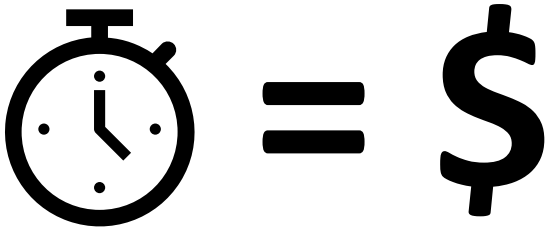
Maintaining road legal weight limit on large truck vacuum excavators can be challenging

Industry problem

- "Pump and dump" has been the go-to strategy for fluid management in the utility installation market for years
  - Factors that can impact margins
    - Drills waiting on vacuum excavators
    - Disposal costs
    - Transport costs
  - Drilling fluid practices
    - Operators use less bentonite and water volume than recommended

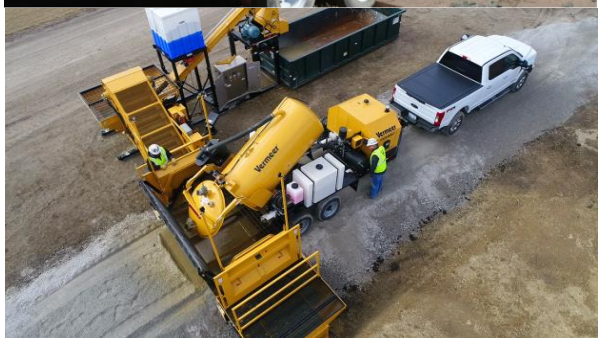
Many options to consider

- How to dispose or manage drilling fluid or hydro vac material
- Where to dispose of materials
  - -Take into consideration the distance and time
- Do you have enough equipment for the project to stay productive?



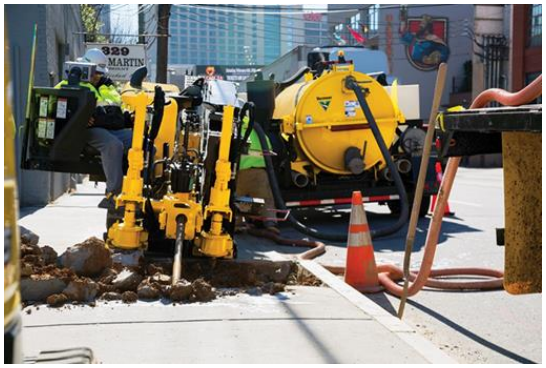
Fluid management

- Vacuum excavation
- Reclaiming
- Solidification
- Separation



Vacuum excavation

- Most commonly used application
  - -Efficient and effective
- Increase in disposal cost of wet materials
- Decrease in disposal facilities that accept liquid waste
- Potholing and servicing horizontal directional drill fluids

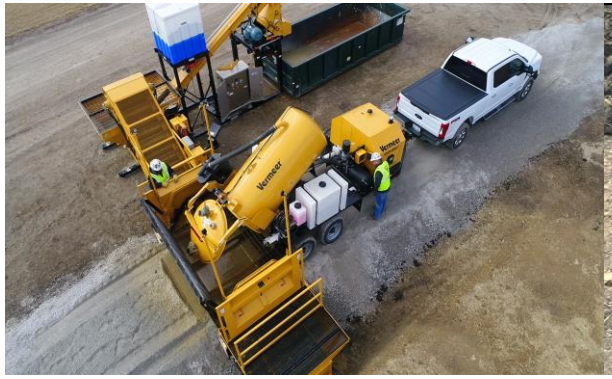


Reclaimer/Recycler

- \+ More commonly used in pipeline applications
  - -Gaining popularity in small HDD application
- \+ Decreased fluid disposal
- \+ Help increase jobsite productivity
- — More application training required
- — Jobsite space requirement and set up time

Solidification

- Used in pipeline industry for a number of years
- Mobile/Modular setup in centralized location
  - -Help decrease time spent on road traveling to specialized dump sites
- Use of Super Absorbent Polymer (SAP) to solidify material
- Material can pass paint filter test – passable as a stackable material
- Cannot reuse material after processing



Separation

- ✚ Ability to acquire clean water and stackable/compactable dirt
- O Used more commonly in pipeline application
- — High cost of initial purchase of equipment – and potential additional maintenance considerations
- — High demand of operator aptitude
- — Time requirement (decanting and settling ponds)

Solidification vs. separation

- **Solidification**

To make solid; change from a liquid or gaseous to a solid form

- **Separation**

An act or instance of separating; something that separates or divides

Criteria for technology selection

- Particle size range: <1 micron to 4” (10.2 cm)
- Solids content range: 0% to 100%
- Solids pass paint filter test

Summary

- Consider all the options, but make an educated decision based off of scope of work and logistics
- Think long term when making that decision
- Understand that most options for fluid management are focused on long-term results rather than short-term successes

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