

Market Assessment of Wastewater Management Opportunities



Your chemical and petroleum customers can improve wastewater management with electrotechnologies.

Chemical and petroleum manufacturers face significant wastewater management challenges, compounded by increasingly stringent regulations, as well as conservation, public relations, and liability issues. Annual capital expenditures for pollution abatement of industrial- and commercial-facility wastewater and waste solids exceed \$3 billion. Annual operating costs in these facilities surpass \$7 billion, and an estimated 15% of these operating costs are spent on fuel and electricity associated with wastewater management.

Concerns for public safety and government regulations require that your customers invest in improving and changing the way they handle wastewater management. By participating in the Market Assessment of Wastewater Management Tailored Collaboration project, you have the opportunity to influence the direction of those changes toward technologies that use electricity, and to identify new business opportunities for your company.

PROJECT SUMMARY This project offers three levels of participation. Phase 1 is a national study of current and potential wastewater and hazardous wastewater management practices of the U.S. chemical and petroleum

Identifies Opportunities for Increased Electrification of Chemical and Petroleum Plants

industry. Also evaluated in this phase are technology options and business and technical challenges. Results will be made available to the entire membership of the EPRI Chemicals, Petroleum, & Natural Gas Center. Participation gives you exclusive access to Phases 2 and 3 of the project as well as opportunities for project participation and business development.

Phase 2 of the project allows funders to participate in state-level studies of their choice. These proprietary studies identify and characterize state law, population densities, economics, climate, topography, subterranean conditions, etc. as compared to the national study. Each state-level study will be open to participants who serve customers in that state. States where the Center has no membership are open to all Phase 1 participants.

Phase 3 of the project allows funders of Phases 1 and 2 to participate in regional studies to identify specific business opportunities. These studies include interaction with the customers and engineering firms of each funder. Results will be entirely proprietary to the funder.

DELIVERABLES

- Phase 1: National Industry Market Assessment Report.
- Phase 2: Proprietary State-Level Industry Study. Number of studies determined by level of funding.
- Phase 3: Proprietary Regional Study. Number of studies determined by level of funding.

RETURN ON INVESTMENT This project can help you capitalize on opportunities for increased electrification at chemical and petroleum customer plants. By participating, you gain valuable knowledge in wastewater management

and can reduce research costs by collaborating with other energy providers in Phases 1 and 2 of the project.

By making a small capital investment or providing incentives, there may be further opportunities to influence customer purchasing decisions in favor of more electric-intensive technologies. In many cases, your initial cost can be paid back out of the incremental increase in electric load. As such opportunities arise, you may choose to capitalize on the opportunity on your own, or when applicable, further leverage them by establishing this project opportunity with your customer.

DEMONSTRATED VALUE Only EPRI has the diverse resources necessary to position your company to win customer loyalty in today's increasingly competitive energy services market. EPRI's broad knowledge of energy customers, changing markets, and international developments can help you anticipate and shape the changes that are transforming the energy industry along with the needs of your customers.

For nearly 30 years, EPRI has been at the leading edge of market insights and technology development, delivering a wide range of products, support, and services. In 1997, the company managed \$428 million in collaborative technology development and demonstration projects. EPRI has created an unparalleled network of technical experts, research allies, manufacturers, industry representatives, and marketing specialists from around the world. As an objective source, EPRI can seek the best technology, vendor, and fit for your particular needs.

PRICE OF PARTICIPATION

Please contact the EPRI Customer Assistance Center at 800-313-3774 or askepri@epri.com for specific pricing information.

PROJECT STATUS AND SCHEDULE This project is open to participation and will begin as soon as funding is secured. The total length of the project is one year.

CONTACT INFORMATION For more information, contact the EPRI Customer Assistance Center at 800-313-3774 or askepri@epri.com.

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