

It's Worth Getting a Second Opinion

Ohio – May 2008

A consultant working on a secondary containment project for an Ohio Utility Cooperative substation requested a proposal from a reputable company that provided a layered composite system for secondary containment.

The quote came in at over \$35,000 for materials, design and instructions on installation of materials. The quote, however, did not include contractor costs, labor or construction. Freight was FOB from a country bordering the United States.

The consultant then contacted C.I.Agent Solutions for a proposal on the same secondary containment project with the same specifications given to the first bidder. C.I.Agent Solutions came back with a design and quote of \$4,725.60 using C.I.Agent Barrier Booms. This quote also did not include contractor costs or labor but the solution, i.e., C.I.Agent Barrier Booms, required no special equipment and could be installed in one day with minimal man power. Because of the simplicity of the Barrier Boom installation, the cooperative decided to use their own labor force to further reduce costs.



Cost Comparison

	C.I.Agent® Barrier Booms	Layered Composite System
Equipment:	Staple gun, small trench digger, hammer, shovels, rakes	Various construction equipment
Materials:	220 ft. of C.I.Agent® Barrier Boom 2 truck loads of fire-retardant clean gravel	Concrete, non-woven geotextile, woven geotextiles, impermeable liner, absorbent material, sand, oil mat, stone, dirt
System to Contain:	110% oil volume for 2,200 gals. oil and avg. 25 year rain fall event	110% oil volume for 2,200 gals. oil and avg. 25 year rain fall event
Man Hours:	9 hrs. - 3 men	Not specified
Impact on Facility:	0 day	Not specified
Total:	\$4,725.60 (plus 9 man hours)	\$35,166.00 (plus labor & construction)

Benefit Summary: As this contractor experienced first hand, there are good alternative methods to meet and exceed Federal Regulation requirements for secondary containment. Becoming compliant does not have to cost a fortune or cause downtime for the facility. Whether the job calls for a retro-fit or a new substation install, C.I.Agent® Barrier Booms will usually cost 50-80% less than alternative methods; in this case the savings is 86.5%.