

# 70 Red Buckets of Surprises!

## “ Tank Painting Surveys:

My Carboline story started almost 10 years ago when I was required to quantify tank paint condition for the tanks in my area. These ratings were to be ranked against the rest of the tanks in the Company in order to decide where tank painting money would go. This coating evaluation task was outside of my skillset. As luck would have it, My Carboline Representative, Brian McHale was on-site that same week checking-in on an ongoing painting project. He and I discussed the assigned task, and Brian grinned and said that Carboline has a program to manage that exact process. After some development and multiple discussions, Carboline performed a district-wide paint survey and assigned numeric values to the components on each of our 161 tanks, ranking them and making it possible for us to prioritize tank components and secure internal funding. We saved big money by preventing many tanks from slipping into a full blast condition. This process of: Inspecting, Prioritizing, Justifying, and Painting has occurred through three full (3 year) cycles over the past 10 years. As a matter of fact, we are currently finishing up the 2017 Carboline district-wide survey this week in Virginia.

## Carboline Service:

Around that same time frame, the Projects and Corrosion teams were discussing deficiencies and difficulties associated with painting across our various areas. As we went around the table and discussed the Contractor and Paint Manufacturer setups in each area, all of the Project Managers agreed that when a painting job is overseen by a skilled coating professional at critical times, then the confidence level (and longevity) of the finished product increases. We compared and contrasted our experiences with all of our Painting Contractors and Paint Manufacturers based upon their products and current level of service at the time, and concluded that we would be well served by using Carboline Services and Carboline Paints in conjunction with our established Painting Contractors. Again, Brian's name and the Carboline red buckets were referenced in good light throughout the discussion. Soon after this discussion, as a District, we settled on Carboline paints, and have negotiated district-wide pricing through procurement. I am convinced that the selection of the paint and the attention given during preparation and application have benefited Colonial Pipeline in the Northeast District. We rely on the Carboline scopes of work and timely oversight as a support leg for our painting program successes.

Thank you for your products, product development, reliability, and service! ”

Greg Herbstritt  
Colonial Pipeline Co



#Carboline70th

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