



## **SUSTAINABLE SOLUTIONS FOR SURPLUS SULFUR**

Protecting the environment, your business and your people.



# WHEN YOU HAVE TOO MUCH SUPPLY, DEMAND WASTE MANAGEMENT.



## Our Alliance Network brings fresh points of view to the table.

At Waste Management, we bring together industry leaders and environmental experts to address the issues that matter to you. This network gives us the flexibility to customize solutions and offer best practices that provide the service, safety, and environmental compliance you need.

## Too much of a good thing.

The market for sulfur is characterized by uncertainty, as price fluctuations drive demand to unprecedented highs or lows. At times, global supplies exceed market demands. Sulfur is expected to remain abundant for many years. At Waste Management, we are ideally suited to handle your excess supplies for you until more favorable market conditions return.

## Sulfur and sustainability.

Managing sulfur is one of the most unpredictable challenges to emerge for petroleum refiners in this decade. At Waste Management, we are well-prepared to assist you. As North America's leading environmental services company, we have a nationwide infrastructure to handle sulfur in both elemental and molten forms.

- Once the sulfur is ready for removal from your refinery, we offer a range of logistical solutions for managing its transport, disposal, or storage. These may include the use of industrial landfills, long-term storage facilities, on-site or off-site monofills, or other solutions to fit your company's strategy.
- Our focus on protecting the environment and our clients is unwavering.
- We are far more than a landfill company alone. Working with Waste Management, you'll have access to a complete range of sustainable and cost-effective solutions especially appropriate for the petroleum industry. Through our integrated services, we can work with you to solve your surplus sulfur needs.

## Strong solutions.

At Waste Management, we are known and respected for our work in developing strong solutions for solid and industrial waste, including the byproducts of energy generation; our emphasis on environmental protection, and our record of accomplishment in working with government regulators.

Our sustainability experts would be glad to review your operations, then collaborate with you to tailor a program that's exactly right for your specific needs. We will apply our field experience and technical knowledge and work within the parameters of all applicable environmental requirements.

## It pays to Think Green.®

At Waste Management, we are disciplined in helping our clients find value in the waste they generate. In fact, we've helped customers in other highly regulated industries recover more than \$60 million in value by making operational improvements that minimize cost and environmental impact.

After working with us for a while, you'll come to see that waste isn't something to get rid of – it's a resource to help you operate more efficiently, sustainably and profitably. Here are some of the ways our internal structure can benefit you.

### Financial Stability

A Fortune 200 company with \$20 billion in assets, Waste Management has the financial depth to handle projects on a vast scale. This includes the financial strength to work with you on well-conceived projects – sulfur storage facilities, for example – and to move expeditiously to meet your project requirements. Our financial strength allows us to fulfill our long-term obligations.

### Health and Safety

Multiple Waste Management locations have received OSHA Star certification. This honor recognizes facilities with outstanding health and safety systems and processes, and is shared by less than 0.03 percent of the nation's work sites. OSHA Star is the highest recognition given by OSHA through its Voluntary Protection Program.

### Regulatory Compliance

Waste Management and oil and gas companies both operate in highly regulated environments. We communicate closely with the government regulators who oversee our business, to make certain that we are abiding by all laws and regulations for all the activities we undertake on behalf of ourselves and our clients.

### Risk Management

Here, too, we can shape our services in response to your specific needs. We can help you make and implement decisions to minimize your exposure to risk while also reducing your liability exposure. We'll continuously monitor the results to ensure that the risk management program remains effective.

### Uninterrupted Operations

We know that the ability to provide uninterrupted service during natural disasters and unpredictable markets is essential to refiners. Our network of facilities and transportation capabilities gives us the flexibility to redirect sulfur stores as needed in times of emergency, to prevent costly disruptions to your operations.

### Information and Reporting

At Waste Management, we can track your sulfur from the moment it leaves your facility to its ultimate disposition and provide you with the records you need for a full accounting.



**There's so much more to know about our Sulfur Management Services.  
Please contact your Waste Management representative or call 1-800-963-4776.**

**Strong solutions  
for energy companies.**