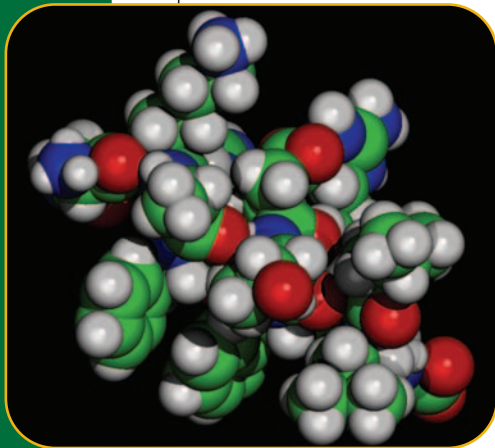


# Helping Chemical Company Find the Right Solution.

Think Green.®

**W**orking with chemicals is a delicate business. Those that work in this rarified industry need a clean, efficient environment and ways to quickly address any waste problem that may develop.

Elementis, headquartered in the U.K., was launched in 1998 as a highly focused international specialty chemicals group. It has four plants in the U.S. and is a leading producer of chromium chemicals, synthetic iron oxide pigments and rheological additives. Its specialized productions produce equally specialized waste that requires an innovative disposal system.



Elementis' plant in St. Louis, Mo., makes pigments and solutions for paints, a byproduct of which is a wet clay-like substance that is pumped into containers for disposal. Until recently, the local hauling company responsible for

collecting and transporting this waste did not use liners in its containers, often resulting in liquid spills and overflows. Being in production 24 hours per day, seven days per week, Elementis needed a waste hauler that could move its waste cleanly and dependably.

In December 2003, Waste Management contacted Elementis and learned of the challenging operational issues the company was facing.

Waste Management immediately began brainstorming a solution, calling in specialists and consulting with employees who had significant experience dealing with this waste product. Returning to Elementis, Waste Management suggested installing a fitted liner and splash guards to prevent the clay from spilling outside the container. It also advised using a tractor-trailer container instead of a roll-off container to facilitate hauling and minimize spills.

In addition, Waste Management introduced Elementis to its unique Service Machine program, which included:

- Routine, on-time collections
- Same-day emergency service
- Error-free billing
- Single point-of-contact for all waste services

Elementis was very pleased with these solutions and signed Waste Management to a three-year contract beginning January 2004. The transition went smoothly, and now Elementis enjoys reliable, safe and clean collection of its special waste on a daily basis.

**Waste Management's experience, technical expertise and commitment to customer satisfaction are the right formula for success.**

*From everyday collection to environmental protection, Think Green. Think Waste Management.*