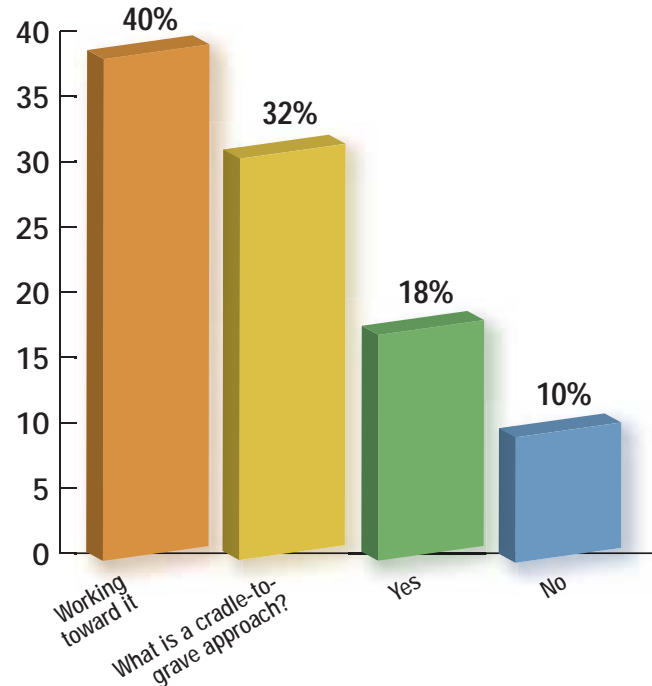


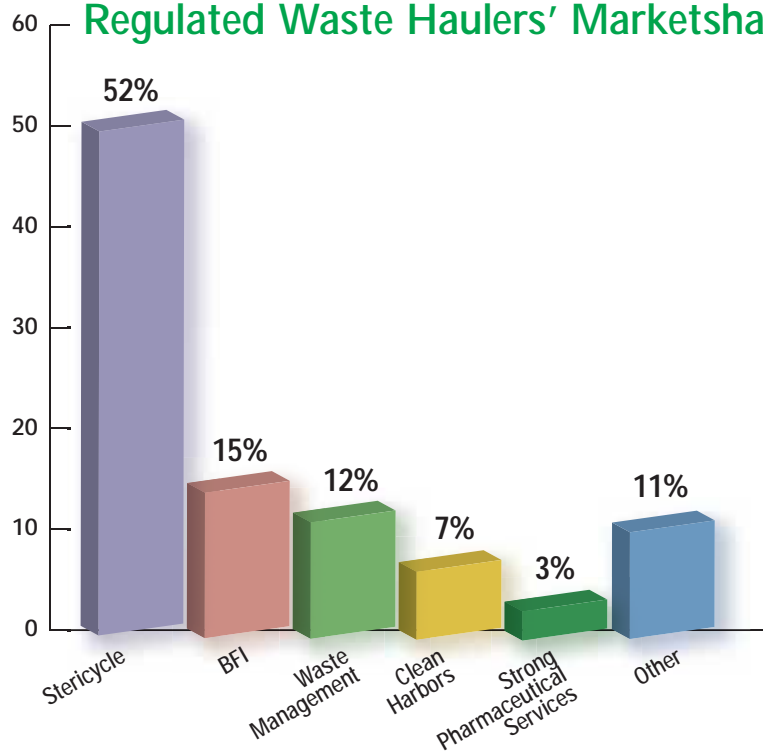
The number of respondents unfamiliar with a cradle-to-grave approach to pharmaceutical waste management (see the graph to the right) suggests a significant dichotomy in pharmacy directors' waste management expertise. There is good news to report regarding projected changes to waste management methods for both regulated and non-regulated pharmaceutical waste. The popularity of managing all drug waste as hazardous is expected to decline over the next three to five years, as is use of the sanitary sewer.

▶ While a majority of facilities (58%) are either moving toward, or have taken, a cradle-to-grave approach to medication waste management, a significant number of facilities (32%) indicate they are not familiar with this approach.

Cradle-to-Grave Approach to Medication Waste Management

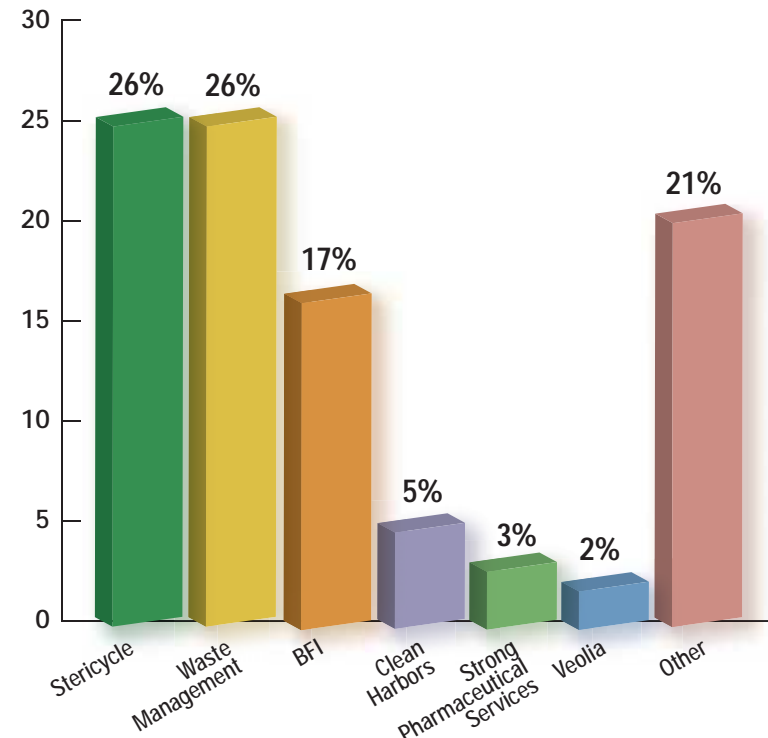


Regulated Waste Haulers' Marketshare



▲ Stericycle has significant marketshare among the haulers of regulated waste.

Non-Regulated Waste Haulers' Marketshare



▲ Among non-regulated waste haulers, the competition for marketshare is much tighter, with Stericycle and Waste Management tying for first place and BFI in third. The "other" category includes waste haulers, such as Pacific Trans and Rumpke, as well as returns services, such as EXP, Guaranteed Returns, and PharmaLogistics.