

# Press Release

## Clean Harbors Enhances its Online Pharmaceutical Waste Management Estimator for Hospitals

**NORWELL, MA – April 19, 2011** – Clean Harbors, North America’s leading provider of environmental, energy and industrial services, today announced an update to its innovative online Pharmaceutical Waste Management Estimator for hospitals. The Estimator is now designed to incorporate and support Group Purchasing Organization (GPO) information.

Available on [Clean Harbors’ Web site](#), the tool provides a menu of service/cost options and top-line estimates of costs. The online questionnaire collects basic organization, bed census and services information, and then develops six waste management service options that include services levels, frequency and three-year estimates. The responses are sent via email, fax or postal mail.

With this enhancement, Clean Harbors now takes the specific GPO information provided by the user and incorporates it into the custom estimates. The Estimator presents a menu of services at different price points, which enables administrators to choose a service level that fits their organizational and financial needs.

“The Estimator enhancement is well timed to assist hospital administrators as they evaluate their potential spend and prepare their budgets for the new fiscal year starting on the first of July,” said Clean Harbors Vice President, Healthcare John Kelsey. “It’s a single-source tool designed to present hospital decision makers with a number of service and cost options for handling and removing pharmaceutical wastes. With GPO pricing, administrators can clearly see and estimate what their costs will be with an on-contract provider.”

### Scenarios Present Service/Cost Options

The Estimator presents six cost/service options that range from managing and segregating only Resource Conservation and Recovery Act (RCRA) waste to handling all hazardous and non-hazardous pharmaceutical waste. It outlines staffing combinations from primarily relying on in-house staff to fully-outsourced solutions.

The Estimator provides initial data points for project service and cost scenarios of compliant pharmaceutical waste management programs. The scenarios can become the basis for executive discussion and the first step in the pharmaceutical waste management decision process.



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### About Clean Harbors

[Clean Harbors](#) is the leading provider of environmental, energy and industrial services throughout North America. The Company serves over 50,000 customers, including a majority of the Fortune 500 companies, thousands of smaller private entities and numerous federal, state, provincial and local governmental agencies. Headquartered in Norwell, Massachusetts, Clean Harbors has more than 175 locations, including over 50 waste management facilities, throughout North America in 36 U.S. states, seven Canadian provinces, Mexico and Puerto Rico. The Company also operates international locations in Bulgaria, China, Singapore, Sweden, Thailand and the United Kingdom. For more information, visit [www.cleanharbors.com](http://www.cleanharbors.com).

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