

SINGLE STREAM



Emerging ECO-Park

TODAY

- *Growing segmentation of waste stream*
- *More streams requiring processing*
- *Customer & regulatory driven*
- *Reaction to local conditions and tip fees*

LONG TERM STRATEGY

- *Existing assets expanded with combined management*
- *Regional facilities, multiple streams of material for processing, and sale*
- *Process material at optimal Costs*
- *Segment to meet customer needs*

VALUE



TODAY

- *Mandated segmentation and increasing diversion of C&D, green wastes and other fibers*
- *Item bans: (i.e. electronic waste from landfills)*
- *Uneven legislation/enforcement, though 39 states ban at least 3 materials*
- *LEED, sustainability, carbon footprint issues spreading quickly*

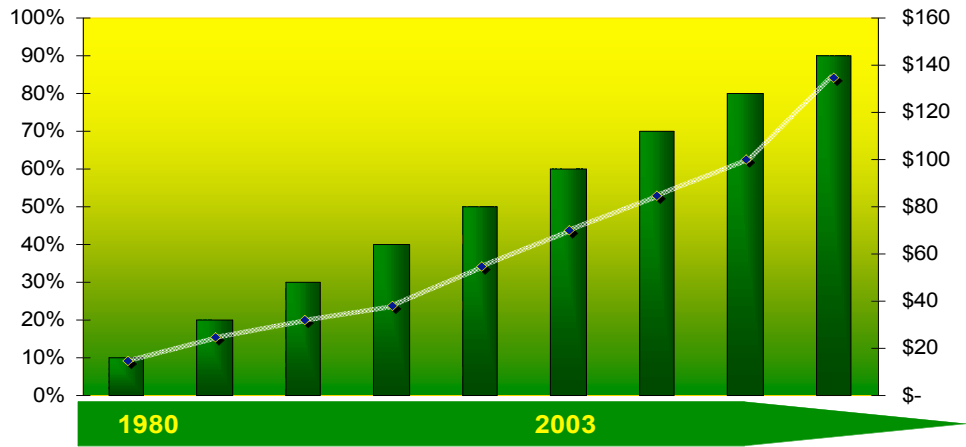
Long Term Strategy

- *Strong customer-pull for foreseeable future*
- *WM becomes segment friendly through planned approach to add value as tons are diverted or banned from landfills*
- *True full service “solutions provider”*
- *Processing and marketing expertise*
- *Capitalize on “Think Green” brand*

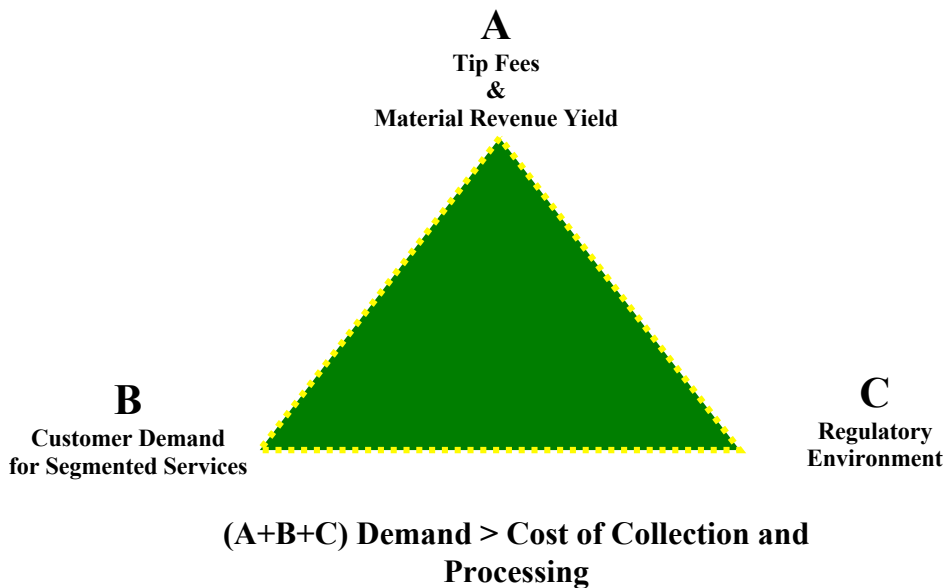
SEGMENTATION CURVE FOR PROCESSING



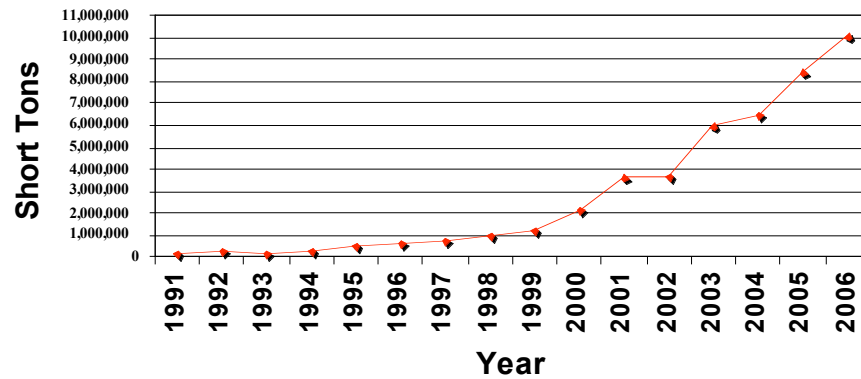
Cost of Diversion



DIVERSION BUSINESS PROPOSITION



Growth in U.S. Recovered Paper Exports to China, 1991-2006



Source: U.S. Department of Commerce; Paper Stock Report

11/03/2005

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Other Sustainable Technologies-2020

- Landfill Gas to Energy: Double Production. Output increased to equivalent of 2 Million Homes
- Invest \$400 M in LFGTE Infrastructure
- Cleaner, more efficient fleet: diesel hybrid and hydraulic drive technologies, partner with fleet providers through capital clout- convert up to 2000 trucks per year, multi-billion investment
- Speed up restoration of Wildlife Habitat at landfill sites.



Thank you!



"...I can assure you, your order is on the water..."