

Healthcare Vertical Questions & Answers from the Webinar

Q. Who are your competitors in the Healthcare vertical? What are your value propositions when competing with them? What are the main competitors' value propositions to combat Clean Harbors?

A. Clean Harbors competes with Stericycle on most of our customers and prospects. We also compete with some regional brokers like Triumvirate, ACT and EQ. Heritage and Veolia are involved, but only in 1-2 regions of the U.S. each.

Stericycle offers an Integrated Waste Management solution to their customers of which about 15-20% of the market utilizes. Stericycle will leverage customers on pricing favorably on the first cycle to get all the waste, subsequently raising pricing significantly once they have the business. Stericycle will price hazardous waste very low and medical waste high when competing with Clean Harbors.

The Clean Harbors value proposition for healthcare customers is simplicity. We offer a one-container model for almost all pharmaceutical waste whereas our competitors have extremely complicated and non-compliant sort methodology. Our pathological waste solution eliminates cost, potential OSHA issues and local POTW issues.

Q. Whom do I go to with questions on Healthcare customers?

A. Call John Kelsey at 518.434.0149 x327 or email kelseyj@cleanharbors.com anytime.

Q. What are the new Proposed Rules for Pharmaceutical Waste? Will they help us or hurt us?

A. The proposed pharmaceutical rules are a way for the EPA to properly regulate within the Healthcare sector. When RCRA and its amendments were written decades ago, the thoughts were around volumes of hazardous waste being managed by a few staff within a facility who could be easily trained. In hospitals, for example, there could be 1,000 employees working with 5,000 pharmaceuticals, of which 500 could be a hazardous waste.

The new rules enable the simpler management of Non-Creditable Hazardous Waste to be properly packaged for shipment to a RCRA incinerator. The best part of the new regulations is that the generator status is not determined by the volumes of RCRA pharmaceutical waste. The EPA is stating that a best practice is one container for all pharmaceutical waste sent to a RCRA incinerator.

Q. Do we offer medical waste services for customers in the Healthcare vertical?

A. Clean Harbors will work with regional medical waste entities in select markets. We do not offer reusable medical waste or sharps containers.