

ELIMINATE 100,000 CONTAINERS ANNUALLY THRU THE USE OF CLOSED LOOP CONTAINER SYSTEMS

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WHAT IS AQUMIX[®], INC?

Aqumix[®], Inc. Is A New Generation In Pesticide Handling And Container Management

AQUMIX[®], INC. OVERVIEW

Aqumix[®] began as a pilot project in the non-crop specialty markets (i.e. utility rights-of-way, roadsides, forestry, etc) in 1991. The goal was to create packaging and container logistic services for pesticide manufacturers and contract-mixing services for endusers. All pesticide sales are provided by manufacturer-designated distributors. All functions were to revolve around the utilization of returnable/refillable containers and closed-loop transfer systems for elimination of container disposal and reduction in worker exposure.

AQUMIX[®] CONCEPT

Aqumix[®] simplifies the current supply chain management used by pesticide manufacturers.

The current supply chain (**figure 1**) is well suited for providing one-way containers to the market place. However, it fails to address two key issues in today's marketplace: Reduced Environmental Impact and Cost Effectiveness.

The Aqumix[®] Supply Chain (**figure 2**) eliminates landfill disposal. Also, there is reduction of shipping and handling logistics thereby reducing cost. The simplified supply chain creates other advantages:

On Demand Packaging

Just-In-Time Inventory

Reduced Inventory of One Way Containers

Flexible Container Options

AQUMIX[®] OPERATIONS

Aqumix[®], Inc. currently provides bulk storage (**figure 3**) for ten products used in the non-crop specialty markets. These products are Accord[®], Roundup Pro[®], Arsenal[®], Plateau[®], Garlon 3A[®], Garlon 4[®], Tordon 101M[®], Glypro[®], Krenite[®] and Vanquish[®].

One 15-gallon Aqupac[®] container (**figure 4**) has a projected life span of five years. Aqumix[®], Inc. currently averages 3.25 rotations per season on each container in its fleet. One 15-gallon container displaces 19.25 2 ½ gallon containers per year. In comparison, the life span of one 15-gallon Aqupac[®] container will displace 97.5 2 ½ gallon containers. A fleet of 6,000 Aqupac[®] 15-gallon containers will displace 585,000 one-way containers over a five-year span.

Through the material and container tracking system, all of the information found on the workorder is tied to each container using barcode technology. Each container has a drum history that records every customer, timeframe, location and lot number that is associated with the use of that container. The tracking program also provides the opportunity to track product cradle to grave.

An example of the Aquimix® container tracking process is:

- 1) Material is shipped from manufacturer to Aquimix®, Inc. in bulk.
- 2) Material is packaged and workorder information is tied to the bar-coded container
- 3) Material is received by the enduser and container number is recorded
- 4) Material is checked out to the applicator by drum number
- 5) Applicator is required to record drum number on spray report which has the location where the material is applied
- 6) Empty container is received at Aquimix®, Inc.

WHAT HAS AQUMIX® ACCOMPLISHED IN THE PAST FIVE YEARS?

In the past five years there has been a significant increase in the amount of gallons that have been processed thru the Aquimix® system (**figure 5**). These gallons equate to a significant reduction in disposal of one-way containers in the non-crop specialty markets.

CONCLUSION AND FUTURE EXPECTATIONS

The activities of Aquimix® over the past five years have proven that:
Returnable/Refillable Closed Loop Containers are an environmentally sound concept
Aquimix® Supply Chain is feasible
Pesticides delivered in returnable-refillable containers are cost effective
Both pesticides and containers can be tracked thru barcode technology and accounted for to ensure increased product stewardship

In 2001 there will be additional products offered in returnable-refillable closed loop container systems under the Aquimix® System. In an effort to provide coast to coast coverage, Aquimix®, Inc. plans to have six facilities (**Figure 6**) over the next five years. These expansion goals will be met with the continued participation of both manufacturers and regulatory agencies.

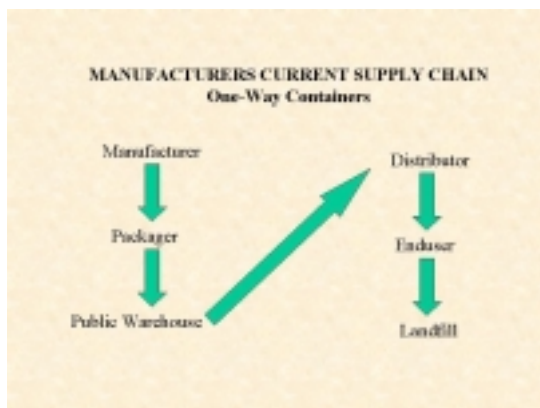


figure 1



figure 2



figure 3



figure 4

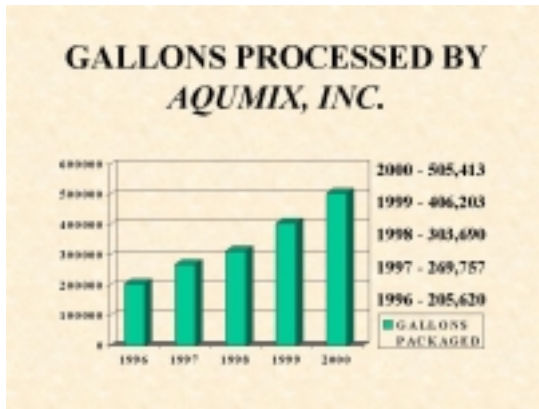


figure 5



figure 6