

Stoller

95-25 #19
established 1959

October 13, 1995

Mr. Cornelius Amindyas
Hazardous & Radioactive Materials Bureau
Environment Department
State of New Mexico
2044A Galisteo
Santa Fe, NM 87501

Dear Mr. Amindyas:

At your request I have put together a brief explanation of the Gandy Marley Inc.'s marketing strategy for the Triassic Park Waste Disposal Facility. Mr. Gandy felt it would be unfair and unethical to the customer base and NMED to actively market Triassic Park without having a permit issued by NMED. We have done marketing research; however, to date, we have not done any one-on-one selling with any industries that might be a potential customer. As I noted to you in our phone conversation, it is difficult for Gandy Marley Inc. to justify expending many of their resources marketing the facility until they have a permit and final design completed. These items must be finalized to adequately market individual clients, as these customers will need to evaluate the economic feasibility of using Triassic Park based on these factors.

A large part of Gandy Marley's decision to proceed with the permitting of a hazardous waste facility was the identification of the need for such a facility in this region to serve area industries. Our staff obtained information from the New Mexico Environment Department to identify area and state wide generators of waste during this preliminary market research. During the course of this research, we identified a number of types of industry and facilities which could potentially use the Triassic Park facility to meet their waste disposal needs. A number of the operations that were identified during this preliminary study are common not only to New Mexico but to the surrounding region. Following is a partial list of the operations and industries that were identified:

- Petrochemical processes
- Oil and gas service industries
- Oil and gas refining industries
- Garment manufacturing

Mr. Cornelius Amindyas
October 13, 1995
Page 2

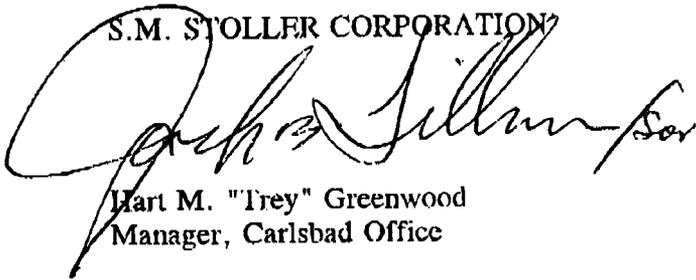
- Government facility clean-up operations
 - federal
 - state
 - local/city
 - Department of Defense/military airbase cleanups
- Fabrication industries
- Machining and machine shop operations
- Service industries

I hope this will help clarify the current position of the Triassic Park facility with regard to the marketing of the facility and the potential customer base. As noted above, it would be premature to market the facility prior to your issuance of a permit. Most industries will request to review portions of the permit prior to making a decision about shipping waste for disposal.

If you have any further questions regarding this matter, please do not hesitate to call any of us associated with the Triassic Park facility.

Sincerely,

S.M. STOLLER CORPORATION



Hart M. "Trey" Greenwood
Manager, Carlsbad Office