



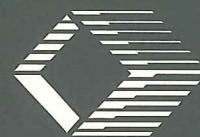
Focus ■ Strategy ■ Performance

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Hazardous Waste Remediation Services Update



OHM Corporation

# OHM Corporation Company Profile

## Focus ■ Strategy ■ Performance

*OHM is one of the nation's leading on-site remediation services firms, combining leading edge technical expertise with more than 24 years' experience and the successful completion of more than 17,000 projects.*

*We solve environmental problems by listening to our clients, understanding their needs and delivering customized solutions that combine regional and local on-site delivery of services with national resources.*

*We provide a full spectrum of on-site technologies, including physical, chemical, biological and thermal, to clean up hazardous and industrial wastes on both a planned and emergency response basis.*

*We also provide a full range of environmental services, including site assessment, engineering, remedial design and analytical testing.*

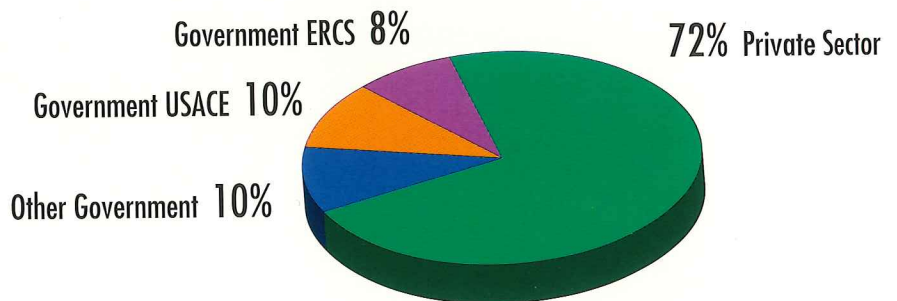
*Our client base is diverse, including the petroleum, chemical, transportation, real estate and general manufacturing industries, as well as federal, state and local government agencies.*

*We also provide full emergency response services for problems ranging from oil and chemical spills to fires, explosions and industrial accidents.*

## OHM Facts and Figures

- Founded in 1969
- 17,000 Remediation Projects Completed
- 27 Offices
- 1,800 Employees
- 1992 Gross Revenues \$283,590,000
- 1993 ENR Magazine:
  - Contractors 400 Ranking—67
  - Top 100 Contractors by Revenue Ranking—52
- NYSE Common Stock Symbol OHM

### 1992 Remediation Net Revenues by Client Type



*ERCS stands for Emergency Response Cleanup Services, which is a type of contract with the U.S. Environmental Protection Agency*

*USACE stands for the U.S. Army Corps of Engineers*

*About the cover: Experienced in applying technologies to complicated hazardous waste problems, OHM recently performed the total remediation including excavation, on-site treatment, decontamination, dismantlement and restoration of a site in Nevada where a railroad car buried for 15 years contained white phosphorous.*

# To Our Clients:

I'm pleased to give you this update on OHM Corporation's hazardous waste remediation services.

Operationally there have been a significant number of positive developments at the company over the past year and a half:

■ We continue to be the remediation company of choice for leading American businesses. We currently work with all 10 of the Fortune 10 and 42 of the Fortune 50.

■ We also serve the public sector as well with major contracts for the EPA, U.S. Army Corps of Engineers, Department of Defense and Department of Energy.

■ We continue to win the most challenging projects. We recently have been awarded contracts for four major Superfund sites:

- Bayou Bonfouca in Slidell, Louisiana
- Weldon Spring in St. Charles, Missouri
- Cleve Reber in Ascension Parish, Louisiana
- Baird & McGuire in Holbrook, Massachusetts

■ Our investments in geographic expansion in the South and the West over several years' time have enabled us to deliver remediation services on a truly national basis, while decentralization has allowed us to better match our services and support to specific problems and locales.

Several years ago we determined that our strategy would be to focus on our core remediation business.

This overall strategy of focus on remediation has had five key elements in its execution:

1. Expand our geographic presence and decentralize key operations to get closer to our clients.
2. Invest in technical expertise to keep us at the forefront of technology-driven solutions for our clients' environmental problems.
3. Invest in the resources to capture and successfully execute technically complex projects and programs.
4. Expand our client base in both the private and public sectors to develop a balanced portfolio of clients.

5. Enhance earnings through consistent revenue growth, cost controls and management of working capital.

As you will see in the following pages, OHM Corporation has successfully implemented this strategy.

## Outlook for the Future

We are optimistic both short and longer term.

The administration in Washington is committed to environmental cleanup and offers at least the hope of more aggressive action with regard to cleanup of hazardous waste sites.

We believe simple economics will dictate three significant trends in the remediation marketplace worldwide:

■ Wastes will be remediated on-site. It is neither cost-effective nor politically acceptable to create sufficient capacity for the off-site disposal of all our hazardous waste problems.

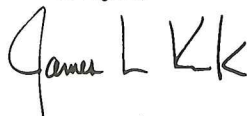
■ Cleanups will be accelerated as companies increasingly undertake voluntary cleanup. Not only do studies show that voluntary cleanups are two to six times cheaper than enforced cleanup under Superfund, but such cleanups also are typically completed three times faster.

■ The size and complexity of major cleanups, combined with corporate downsizing, means that more companies are reducing the number of remediation contractors to a select few with the experience and resources to complete the work.

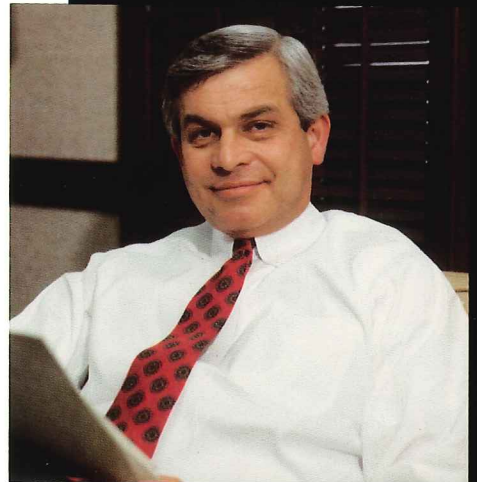
Those remediation companies that have the size, technical capabilities, remediation experience and management resources to win and perform the most technically complex and demanding environmental remediation projects will see a market that continues to grow and expand.

We have demonstrated that we are one of those companies. Let us help you solve your environmental problems.

Best regards,



James L. Kirk  
Chairman and Chief  
Executive Officer



James L. Kirk  
Chairman, President,  
and Chief Executive Officer



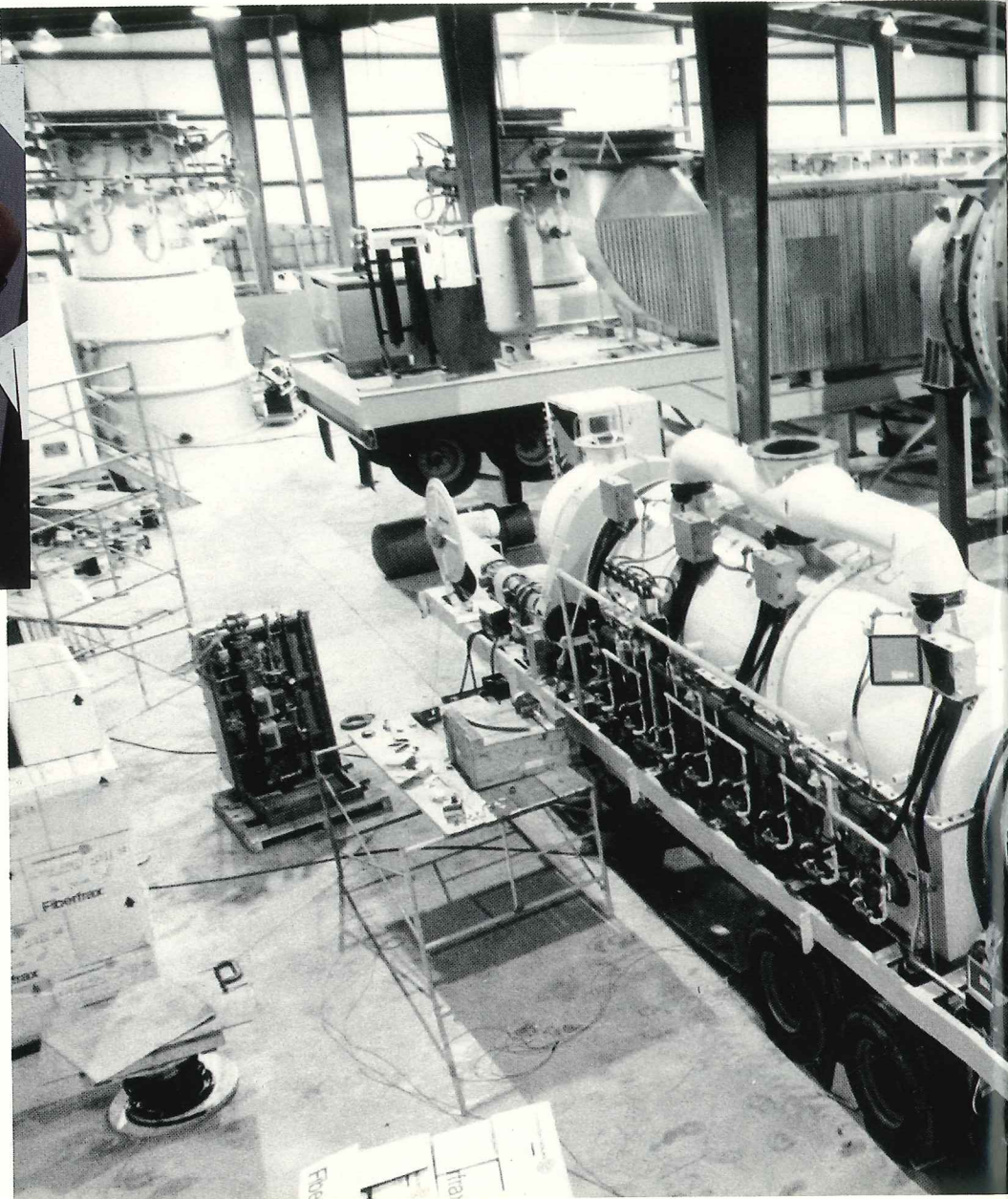
*OHM capture teams such as this one pool resources and experience to analyze and support the project management required for large, technically complex remediation projects.*

## Leading Edge Technology

**Focus ■ Strategy ■ Performance**

"We are not tied to a single technology," says George Hay, OHM's Director of Corporate Engineering. The diverse and complex nature of hazardous wastes requires the application of many different technologies. "Having diversity — and our engineering expertise — allow us to take advantage of industry trends and unique treatment applications that give us competitive and technological advantages," according to Hay.

"Our Technology Assessment and Commercialization (TAC) group studies emerging technologies first on a pilot scale, then applies the acquired knowledge on a full-scale commercial remediation project. This group is not a think tank. We are an integral part of remediation projects that use technology-based solutions. In addition to our well-established thermal and bioremediation programs, the TAC group is making advances in soil washing, chemical dechlorination, stabilization/fixation, and soil vapor extraction," Hay says.

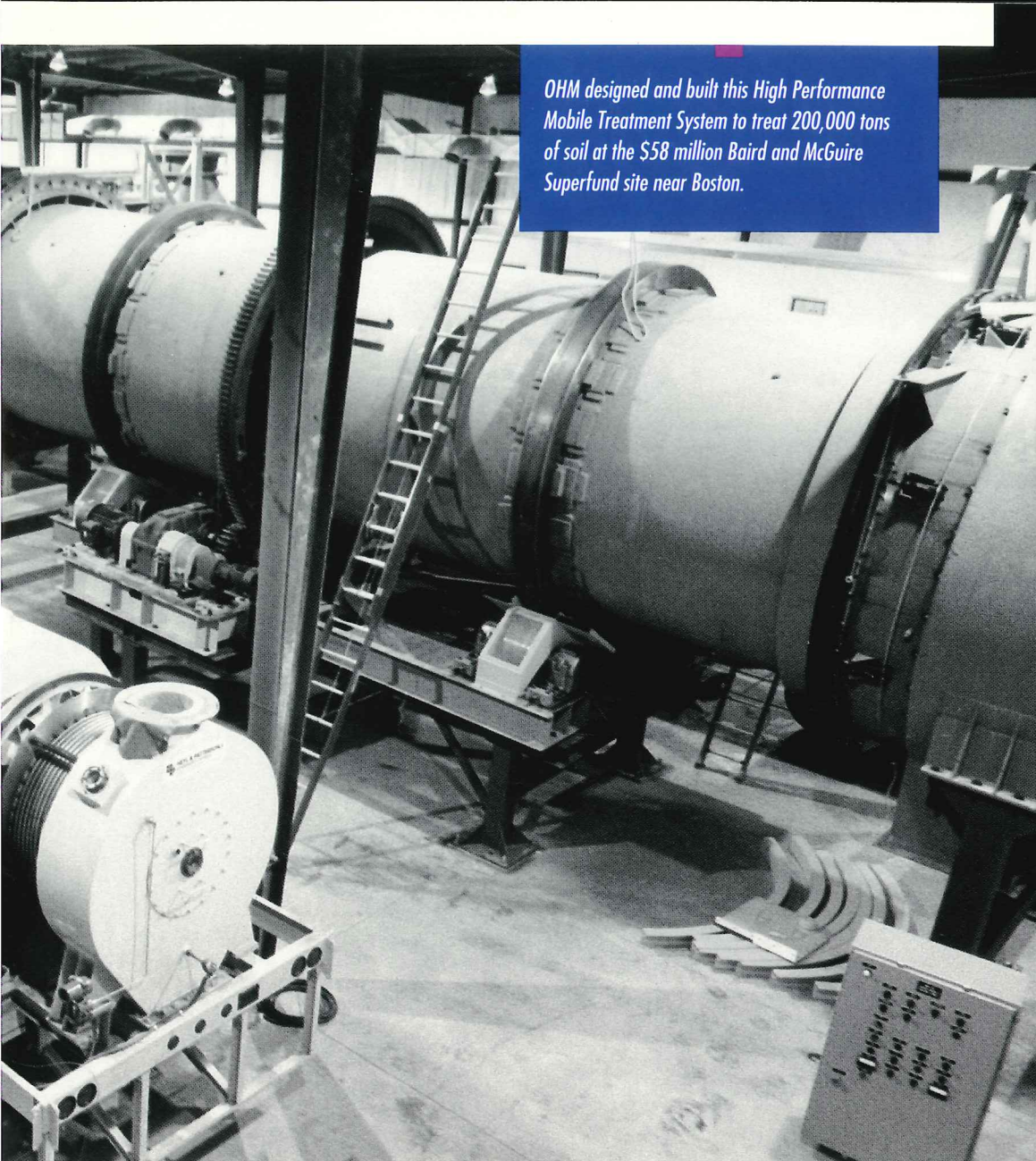


Even the best technologies don't guarantee automatic solutions. The difference is OHM's approach to solving our clients' problems. Once we listen to and understand the client's problem, the corporate and regional technical and engineering groups are experts in moving on-site treatment technologies from the laboratory into actual and customized field applications. OHM's years of experience in applying innovative technologies commercially on-site enable it to improve efficiencies and reduce the cost of cleanups.

OHM is recognized as a leader in on-site incineration technology as a result of its design for a High Performance Mobile Treatment System, which will be used on a project for the U.S. Army Corps of Engineers at the Baird & McGuire Superfund site in Holbrook, Massachusetts. Hay notes: "Our experience with five major thermal treatment projects since 1987 gives us a competitive edge for the Baird & McGuire project."

Many factors have encouraged the growth of hazardous waste treatment and advances in innovative technologies: the land ban requirements of RCRA's Hazardous and Solid Waste Amendments, SARA's preference for on-site remediation, the EPA's movement toward cleanup strategies over cap and containment programs, and increasing disposal costs of RCRA-approved landfills. "We know how to respond to this evolving market," Hay says.

OHM has steadily invested in technology-based solutions to environmental problems. The Company's laboratory dedicated to biological degradation of hazardous waste dates back to 1978. Fifteen years later, OHM has completed more than 60 full-scale bioremediation projects using what is still today considered an emerging technology in the environmental services industry.



*OHM designed and built this High Performance Mobile Treatment System to treat 200,000 tons of soil at the \$58 million Baird and McGuire Superfund site near Boston.*



*The corporate and regional technical and engineering groups are experts in moving on-site treatment technologies from the laboratory into actual field application.*

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***“Having diversity and our engineering expertise allow us to take advantage of industry trends and offer unique treatment applications that give us competitive and technological advantages.”***

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Bioremediation projects also support OHM's technical leadership in a market expected to grow in the 90s. Expertise in moving innovative techniques from pilot study into the field, particularly in the treatment of groundwater and petroleum hydrocarbon-contaminated soils, has placed OHM among the country's top bioremediation providers.

Backed by a solid, experienced technical staff and the award of major contracts based on technological merit, OHM's reputation has broadened from an on-site remediation contractor to a technical leader. ■



Jim Walker, Vice President, Sales  
Remediation Services

*This soil treatment system was a technical breakthrough in the treatment of refinery sludges. OHM successfully designed, developed, and operated the system at a Fortune 10 refinery after several other contractors failed to produce a solution.*

## Remediation Focus

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"Remediation has come of age in the environmental services business," according to James S. Walker, OHM's vice president of sales.

"Demand for hazardous waste site remediation services is estimated to grow from \$17.9 billion in 1991 to \$41.2 billion in 1996. One study predicts that remediation services will be one of the fastest growing sectors in the entire U.S. economy," according to Walker.

"OHM intends to meet that demand by focusing its resources on on-site remediation," Walker says.

"We have a balanced portfolio of clients not only between the private and public sector but also among the petroleum, chemical, manufacturing, transportation and high tech industries," according to Walker.

The OHM portfolio includes more than 300 corporations with service agreements and 18 contracts with eight states to provide environmental services.

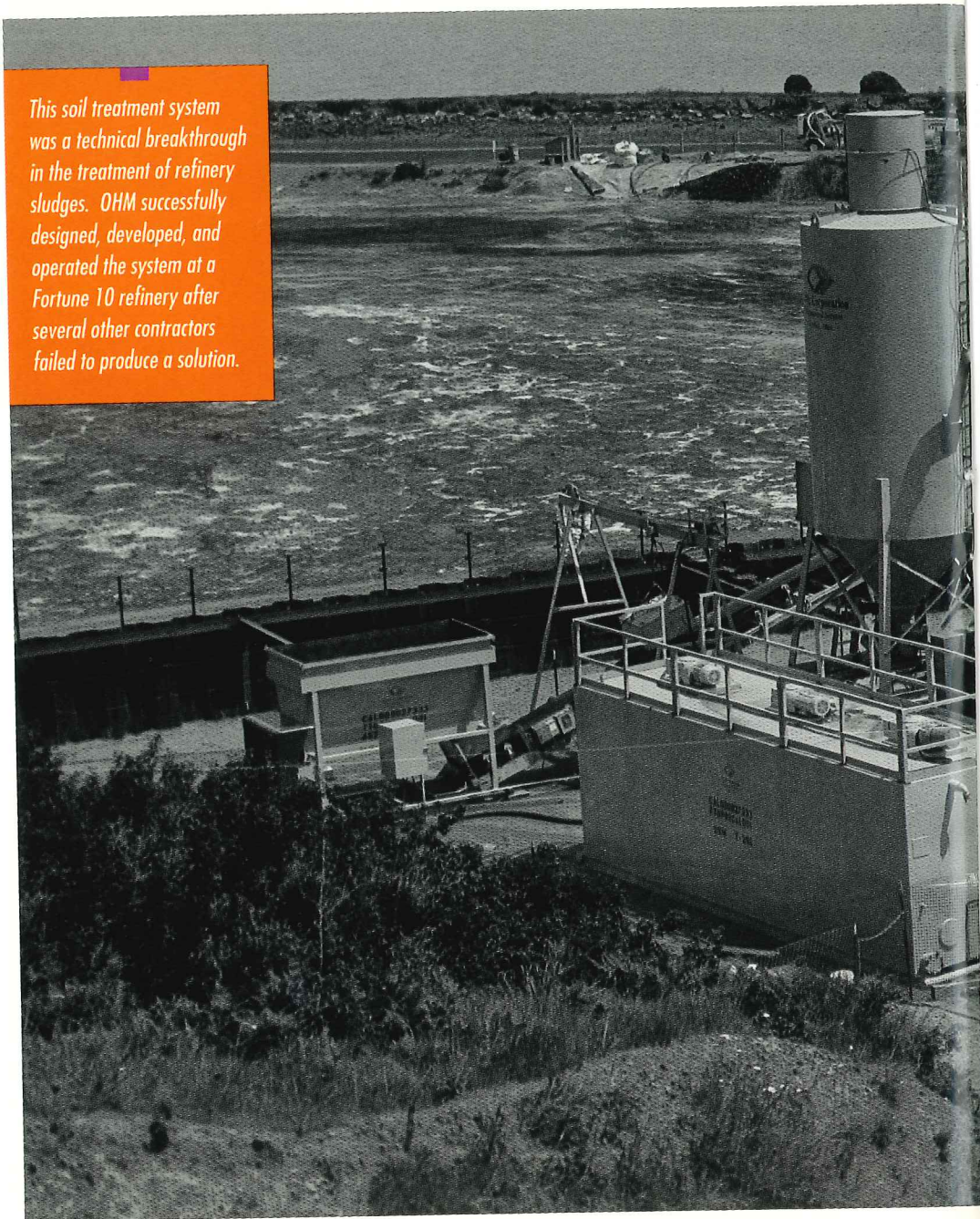
In the public sector, OHM has successfully reduced its dependence on EPA spending and diversified its public sector portfolio by winning contracts for other federal agencies such as the U.S. Army Corps of Engineers and Departments of Energy and Defense facilities.

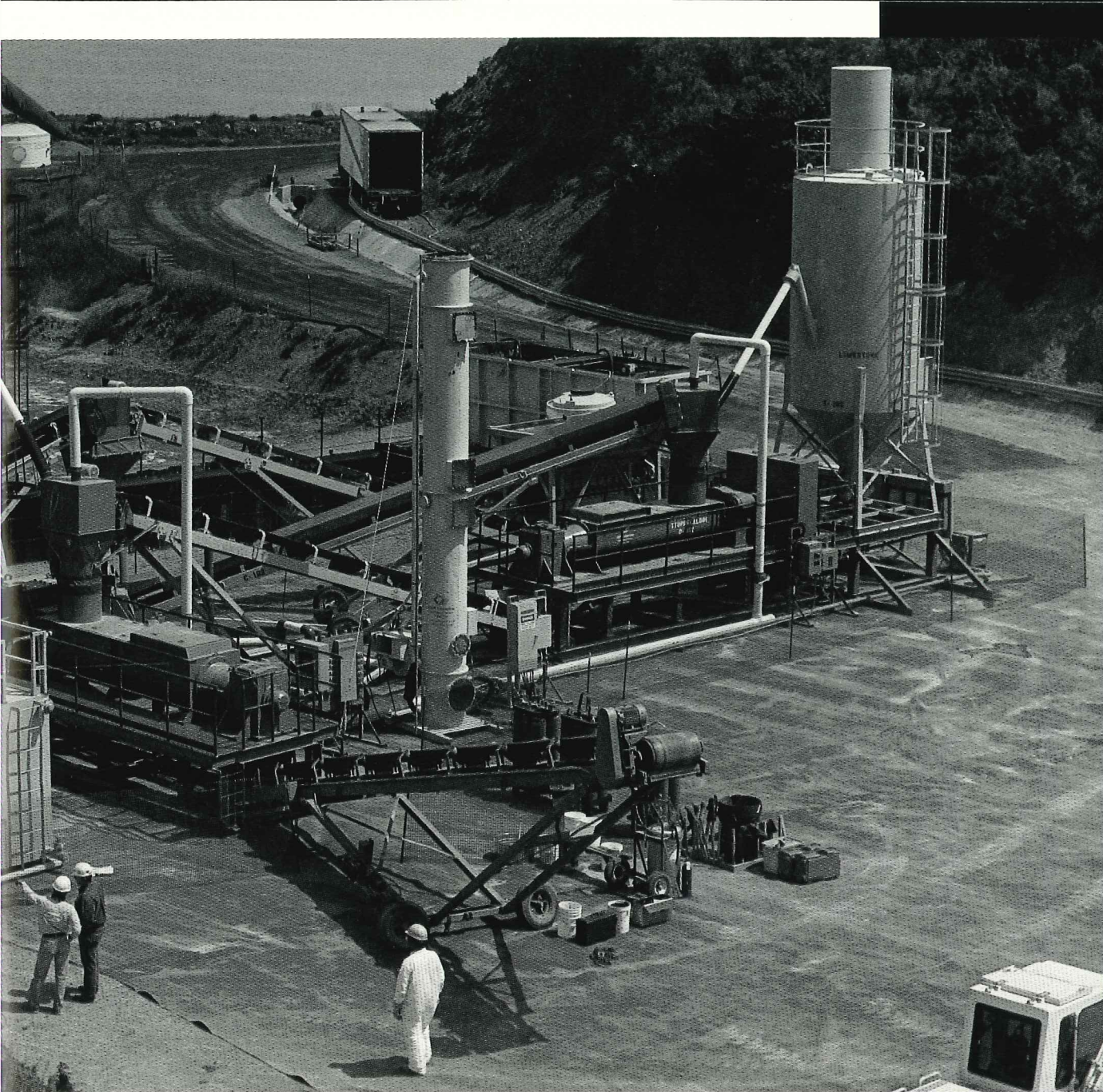
Walker observes that OHM has refined its approach to serving clients based on nearly 25 years in the business.

"Our strategy is to listen to and understand the client's environmental problems — the goals, policies, procedures. Then we layer in the experience we've gained in completing 17,000 projects. Since

the total number of actual cleanups completed nationwide is so small in comparison to the sites that are left to be remediated, our experience gives our clients a perspective that focuses on solutions that are cost-effective and field worthy. We help the client work through all the alternatives to arrive at a customized plan that is practicable and produces results."

He also emphasizes another OHM approach: "We get to know our clients through a variety of situations that don't always include the direct delivery of our services. We often provide suggestions on technical and construction approaches for remedial plans, and we work with client companies on regulatory reforms both at the federal and state levels that foster voluntary cleanups that are cost-effective and environmentally responsible."





Walker notes that OHM's in-depth understanding of the federal regulatory process is also an added value.

"We understand the Superfund and the Resource Conservation and Recovery Act (RCRA) requirements that lead to the remediation of hazardous wastes. It's a slow process from our perspective, since the majority of the services to date have been for studying and assessing the problems, not for remediating them," Walker says.

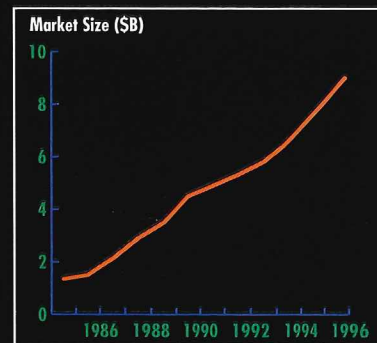
But Walker says the company is encouraged by recent studies on cleanups resulting from Superfund and RCRA which estimate that cumulatively \$105 to \$150 billion will be spent by the year 2010. Additionally, in 1993, U.S. EPA plans call for 131 remedial action projects to begin, which signals the beginning of remediation starts that could total an estimated \$2 billion.

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**"Our strategy  
is to understand the client's  
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**1985-1996  
Remediation Market Size and Growth**



Source: Arthur D. Little, Inc.



Joe Kirk, Executive Vice President

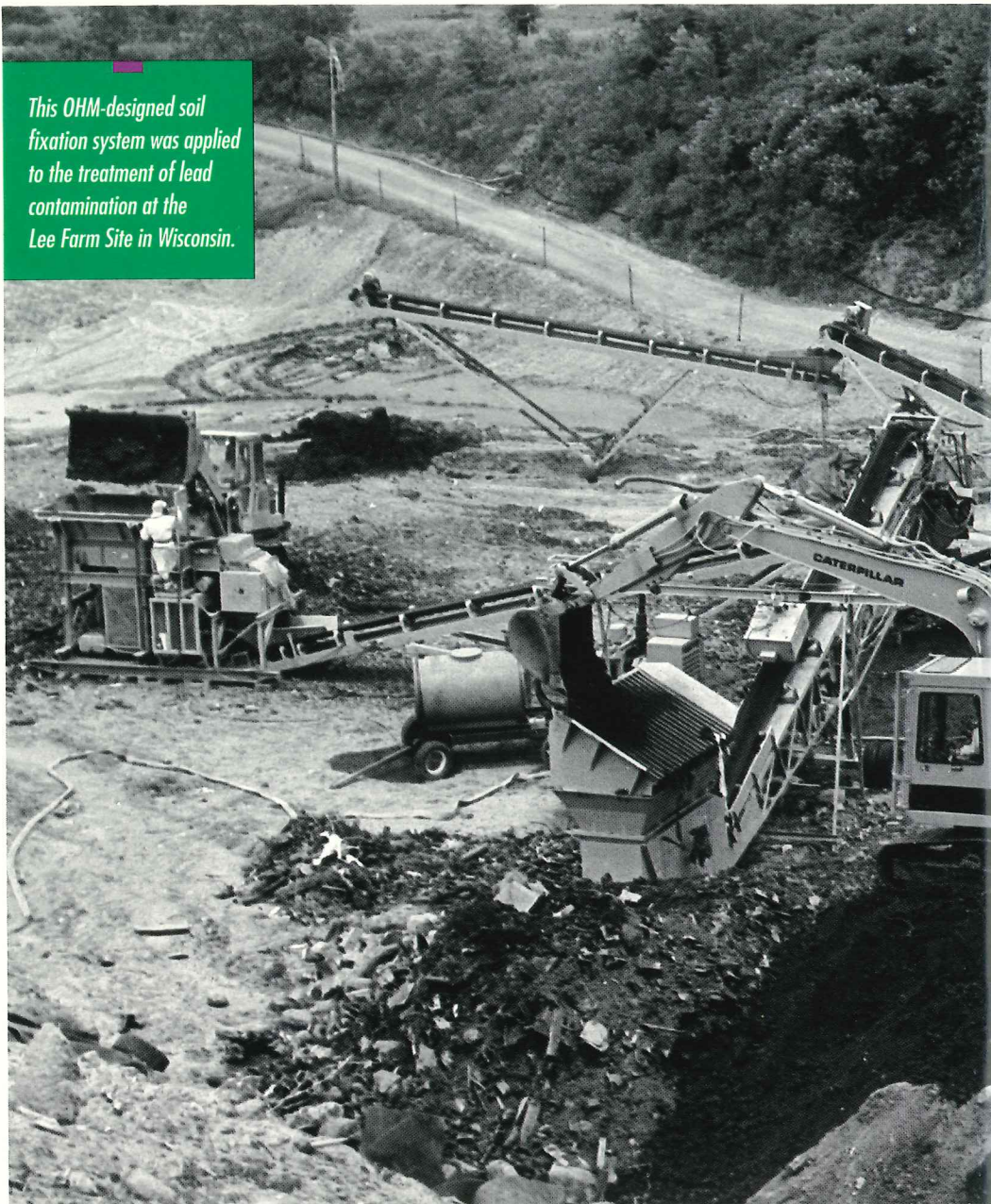
## The Most Technically Demanding Work

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"Several years ago, we saw that the remediation market was maturing and that demand was going to grow for companies that could manage and perform the most technically demanding projects," observes Joseph R. Kirk, executive vice president and a director of OHM.

"We made the decision to move with the changing times, and our efforts paid off the past two years with four major Superfund contract wins — the Baird & McGuire and Bayou Bonfouca projects for the U.S. Army Corps of Engineers, the Weldon Spring project for the Department of Energy, and the Cleve Reber site in Louisiana," he says.

As one of the founders of the company nearly 25 years ago, Kirk has lived the evolution of the environmental services industry.



According to Kirk, the company carefully executed a plan to be able to manage the most challenging projects.

"Over the years, we have made it a practice to recruit and hire the brightest and best. Three years ago, we began investing in our technical and project management groups to add depth," Kirk adds.

The results of that investment have formed a unique blend with OHM's ability to combine its experience, people, equipment and technologies to develop and implement workable solutions.

They were the critical factors in a Fortune 10 oil company's decision to hire OHM for a refinery landfill closure in California. For more than 10 years, other environmental companies unsuccessfully studied ways to treat the wastes. OHM developed the technical approach, built the treatment system,

and performed the operation to treat the wastes to meet rigid deadlines and cost controls.

Another part of the plan has been the evolution of OHM's image from the leading emergency response contractor to the premier company dedicated solely to the on-site remediation of hazardous wastes.

"We're proud of our ability at problem solving on the fast track. Now we are demonstrating that we can apply that same focus on quality and dependability to produce solutions over the long haul," Kirk says.

A significant signal that the image was changing was the award of the Baird & McGuire \$57.9 million Superfund project when the company was selected from 12 contractors as the best qualified to safely and effectively complete the project. The selection process was not based on price, but instead included an evaluation of the company's technical expertise, financial stability, experience, and references.





Tactically, the company broke new ground by creating teams that pool resources and experience to analyze the most complex projects that are coming for bid.

“We form a team that can be composed of people who are experts in health and safety, technology, engineering, procurement, operations, estimating,” according to Kirk.

“We have found that these teams develop project management leadership quickly in the course of taking the project from the proposal to the implementation phase. It strengthens our management capabilities in the process,” he says, adding: “While contract awards are one measure of our success, the most compelling is client satisfaction.”

As one client recently commented “OHM does what it says it will do.”

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**“While contract awards are one measure of our success, the most compelling is client satisfaction.”**

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# OHM Corporation

Focus ■ Strategy ■ Performance

## OHM Technologies:

- Bioremediation
- Incineration (Mobile)
- Stabilization
- Solidification
- Soil Vapor Extraction
- Sludge Dewatering/Filtration



*OHM's patented soil vapor extraction technology is often applied with other remediation technologies to enhance the cost-effectiveness and results by providing additional treatment capability.*

## Specialized Services:

- Environmental Emergency Response
- Hazardous Waste Site Cleanup
- Facility Decontamination, Decommissioning, Demolition
- RCRA Corrective Actions
- Storage Tank Remediation
- Groundwater Treatment System Design, Operation, Maintenance
- Surface Impoundment Closures
- Fixed and Mobile Laboratory Services

**Equipment Inventory**—\$75,000,000

**Corporate Headquarters:** Findlay, Ohio

**Regional Headquarters:** Trenton, New Jersey  
Findlay, Ohio  
Norcross, Georgia  
Walnut Creek, California

## Significant Superfund Project Contracts:

- Baird & McGuire Site  
Holbrook, Massachusetts  
Incineration  
U.S. Army Corps of Engineers contract
- Weldon Spring Department of Energy Site  
St. Charles, Missouri  
Mixed waste bulking & storage  
Department of Energy location
- Bayou Bonfouca Site  
Slidell, Louisiana  
River sludges excavation and dewatering  
U.S. Army Corps of Engineers contract
- Cleve Reber Site  
Ascension Parish, Louisiana  
Incineration, groundwater treatment, stabilization  
PRP committee Superfund project

## Clients Served:

- 350 of the Fortune 500
- 74 Fortune 100 Clients
- 42 Fortune 50 Clients
- 300 Client Services Agreements



*OHM's experience on over 400 sludge treatment projects and the accuracy of its sludge treatability testing enables the company to guarantee percent solids and compressive strength of filter cake produced.*

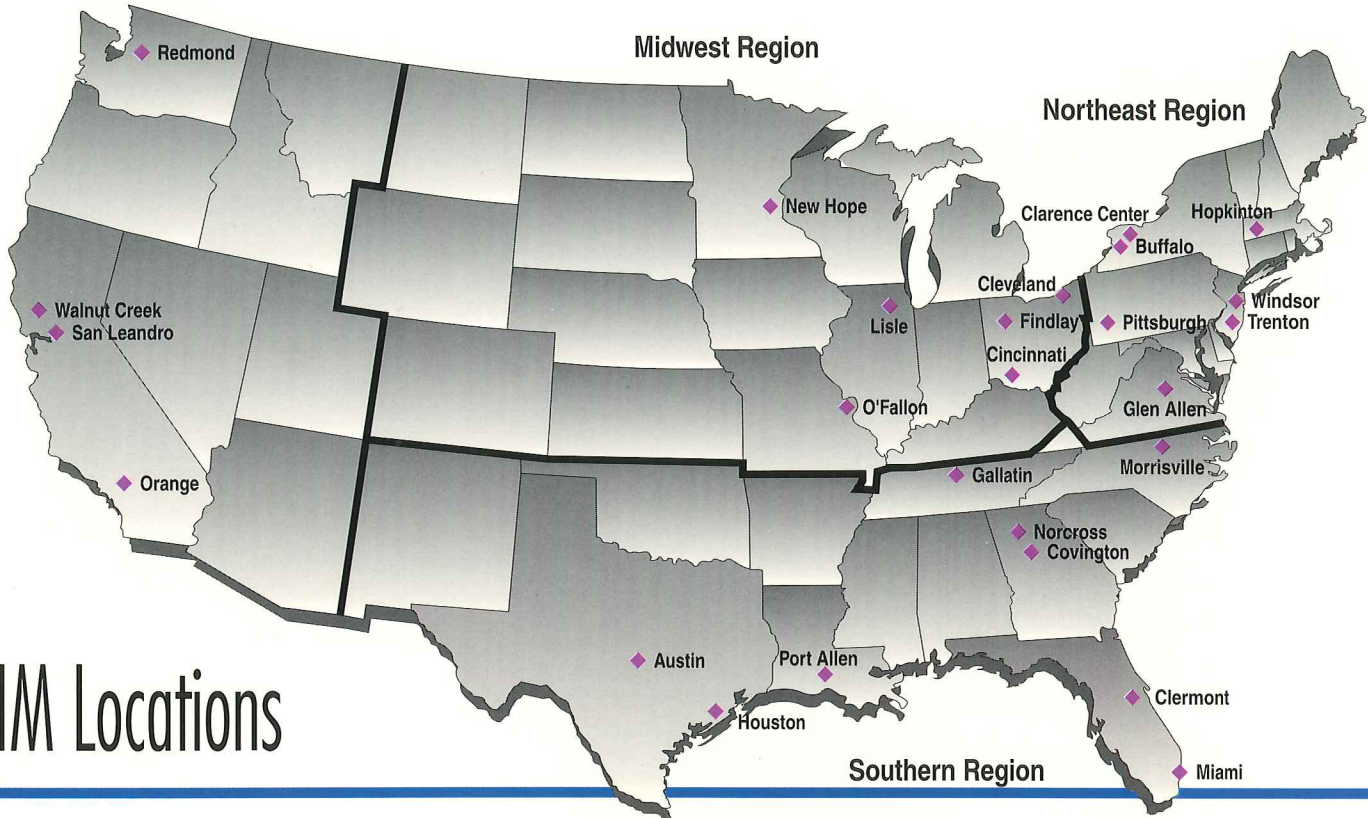


**OHM Corporation**

## Western Region

## Midwest Region

## Northeast Region



# OHM Locations

### California

Western Region Headquarters  
1990 North California Boulevard  
Suite 400  
Walnut Creek, CA 94596  
510-256-6100/6110

3018-B Alvarado Street  
San Leandro, CA 94577  
510-357-9026/9027

1501 Orangewood Avenue  
Orange, CA 92668  
714-538-4533/3385

### Florida

P.O. Box 121190  
Clermont, FL 34712-1190  
904-394-8601  
800-552-2038 (Continental U.S.)

16350 N.W. 48th Avenue  
Miami, FL 33014  
305-624-7882

### Georgia

Southern Region Headquarters  
5335 Triangle Parkway, Suite 450  
Norcross, GA 30092  
404-729-3900  
800-327-9942 (Continental U.S.)

90 Almon Road  
Convington, GA 30209  
404-787-3834

### Illinois

1001 Warrenville Road  
Lisle, IL 60532  
708-963-0005

### Louisiana

1090 Cinclare Drive  
Westport Commercial Park  
Port Allen, LA 70767  
504-389-9596

### Massachusetts

88 C. Elm Street  
Hopkinton, MA 01748  
508-435-9561  
800-242-4644 (Continental U.S.)

### Minnesota

5010 Hillsboro Avenue North  
New Hope, MN 55428  
612-531-0987

### Missouri Division

42 North Central Drive  
O'Fallon, MO 63366  
314-272-3303

### New Jersey

Northeast Region Headquarters  
200 Horizon Center Blvd.  
Trenton, NJ 08691-1904  
609-584-8900  
800-442-2870 (Resource Management  
(Outside N.J.)  
800-562-2953 (Outside New Jersey)

Windsor Industrial Park  
Building 16, Main Street  
Windsor, NJ 08561  
609-584-8900

### New York

8600 Roll Road  
Clarence Center, NY 14032  
716-741-4616  
800-457-4412 (Nationwide)

5858 Molloy Road  
Syracuse, NY 13221  
315-455-0180

### North Carolina

100 Dominion Drive, Suite 107  
Morrisville, NC 27560  
919-467-2349  
800-275-8887 (Continental U.S.)

### Ohio

Corporate, Midwest Region,  
and Analytical Services Headquarters  
16406 U.S. Route 224 East  
Findlay, Ohio 45839-0551  
419-423-3526  
800-537-9540 (Continental U.S.)  
800-231-7031 (Canada Only)

230 Northland Boulevard, Suite 131  
Cincinnati, OH 45246  
513-772-0055

Summit One  
4700 Rockside Rd. Suite 630  
Independence, OH 44131  
216-573-5850

### Pennsylvania

1000 RIDC Plaza, Suite 600  
Pittsburgh, PA 15238-2928  
412-963-2300

### Tennessee

1056 Highway 109 North  
Gallatin, TN 37066  
615-452-9900

### Texas

1250 Capital of Texas Highway  
One Cielo Center, Suite 240  
Austin, TX 78746  
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Houston, TX 77060  
713-875-0000

1369 Spears Road  
Houston, TX 77067  
713-875-3600

OHM International, Inc.  
16666 Northchase Drive, Suite 100  
Houston, TX 77060  
713-875-6600

### Virginia

1508 Fauver Road  
Glen Allen, VA 23060  
804-262-0079/0119  
800-426-0127 (Continental U.S.)

### Washington

17836 N.E. 65th Street  
Redmond, WA 98052  
206-861-4617

For 24 Hour-A-Day  
Emergency Response  
Services  
Call: 800-537-9540



*OHM's Midwest Region, bioremediation technical center and analytical services are located at company headquarters in Findlay, Ohio.*