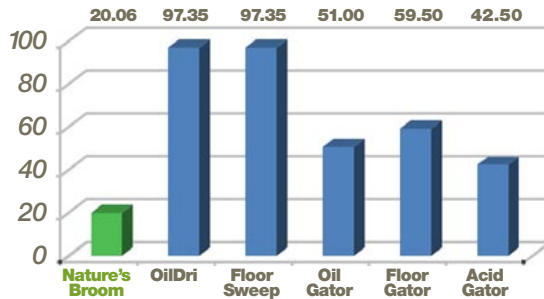


Spill Clean-up Competitive Comparison

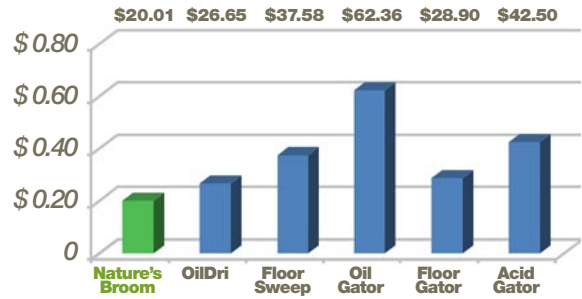
Product	Unit (lbs./bag)	Unit Price	Price (per lb.)	Lbs. per 5.9-Gal Spill	Spill Clean-up Mtl. Costs	Waste Disposal Method	HazMat Disp. Cost (per lb.)	Total Costs (per lb.)	NB Savings Versus Competitor
Nature's Broom 20		\$19.95	\$1.00	20.06	\$20.01	Municipal Landfill	\$0	\$20.01	n/a
OilDri	50	\$13.69	\$0.27	97.35	\$26.65	Hazardous Waste Only	\$0.75	\$99.67	\$79.66
Floor Sweep	50	\$19.30	\$0.39	97.35	\$37.58	Hazardous Waste Only	\$0.75	\$110.59	\$90.58
Oil Gator	30	\$36.68	\$1.22	51.00	\$62.36	Hazardous Waste Only	\$0.75	\$100.61	\$80.60
Floor Gator	35	\$17.00	\$0.49	59.50	\$28.90	Municipal Landfill	\$0	\$28.90	\$8.89
Acid Gator	25	\$25.00	\$1.00	42.50	\$42.50	Hazardous Waste Only	\$0.75	\$74.38	\$54.37

The maximum amount of oil that can be absorbed by a 20-lb. bag of Nature's Broom is 5.9 gal. The other sorbents' values and pricing are based upon soaking up an equivalent amount of oil. Retail pricing for each competitor taken from their respective distributors' web site. Spill Clean-up Material Costs calculated as total number of pounds of material multiplied by the material retail price per-pound. HazMat Disposal Cost: \$1,500 per ton (\$0.75 per lb.).

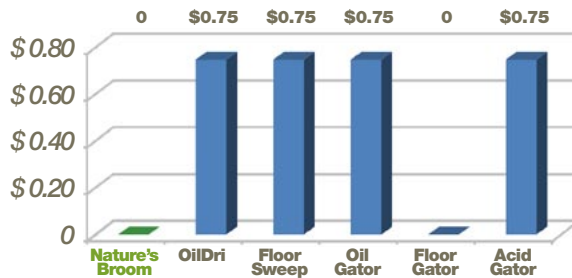
Lbs. for 5.9-Gallon Spill



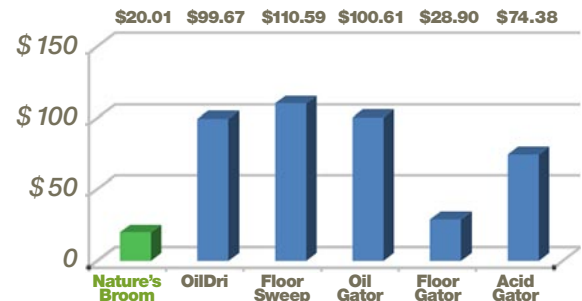
Spill Clean-up Material Costs



HazMat Disposal Costs (per lb.)



Total Costs (per lb.)



NB Savings Versus Competitor

