



HOW DO YOU CLEAN UP ENERGYSM ?

IT TAKES AMAZING PEOPLE, LIKE...



Richard Leaper
Executive Vice President, Energy Waste

Q. What are the fundamental drivers in the market, and why do E&P operators choose Milestone for their energy waste disposal needs?

The most basic needs are compliance, location, and reliability. These days many customers are looking for environmental excellence, which is a big reason for using Milestone. Proximity to our customers is important because the logistics of hauling waste is a big cost component. Also, being open 24/7/365, and able to process waste loads efficiently is an essential aspect of our service.

Q. How does Milestone differentiate itself from its competitors?

We're not part of a big trash company. We're from, and focused on, the energy industry; and being able to put ourselves in our customers' shoes really matters. We're also very transparent and have high ethical standards, making us the preferred business partner for many. Another differentiator is that we're highly specialized in what we do. No one comes close to matching our slurry injection network, and no one else can process waste as efficiently and effectively as we do.

Q. How is the company uniquely positioned for the future?

We inject the majority of the oily waste we receive, and at the same time lock away (sequester) the equivalent CO₂ of that waste downhole. We can use that sequestered volume to offset against our emissions or trade it for future commitments from customers. As emissions reduction becomes increasingly important, this aspect of our business puts us at a huge advantage. This capability is truly unique to Milestone, and along with advances in other areas such as CCS, places us very well for the future.

Q. What are some of your key priorities going forward?

As regulations tighten and our customers become increasingly proactive with environmental initiatives, one of our challenges will be keeping up with increasing demand and growth. We'll keep enhancing our point of sale and other processes in collaboration with customers; and will also continue to secure and dedicate disposal capacities to our core customers under contracts.

Q. Milestone is an active supporter of local nonprofit organizations. Why is this involvement and giving back important to the company?

We're an integral part of the communities in which we operate, from a social, economic, and environmental perspective. A strong local industry means a strong local community, and vice versa. The two are co-dependent, and it's natural we should want to reach out and help those in need through food banks, food pantries, and industry fundraisers. Giving back is simply the right thing to do, and it's our honor and privilege to do so.