



Waste Management and Sam's Club Team Up for Small Business

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HOUSTON--(BUSINESS WIRE)--Oct. 16, 2012-- Waste Management, Inc. (NYSE: WM) today announced an alliance with Sam's Club to provide membership discounts to small and medium business customers, allowing them access to Sam's Club's savings on bulk merchandise and supplies.

This is the latest of several savings offers for small businesses that Waste Management is developing through its Vendor Alliance Program. The benefit program is designed to offer new ways for business owners to stretch operating dollars and find savings on everyday goods and services.

"We're proud to offer services and discount programs to our customers, especially with today's tough economy," said Downs Deering, vice president of Waste Management's Small and Medium Business Solutions division. "It's our way of helping to promote the success of American businesses, and a way to say 'thank you' to our customers for their loyalty."

Together, Waste Management and Sam's Club will provide savings to customers of both companies. Waste Management will offer Sam's Club small business members their first month of solid waste and recycling collection service free when they add a new service. And, Sam's Club will offer a special membership discount to Waste Management's small and medium business customers. To learn more about the Vendor Alliance Program, its benefits and the specific terms and conditions of this promotion, visit <http://www.wm.com/promo/vendor-alliance.jsp> or contact the local Waste Management office at www.wm.com. This promotion may not be available in all areas.

Sam's Club joins the ranks with Champion Energy, HP and Waste Management to provide savings toward electricity, waste and environmental services, office and bulk supplies, and computer equipment. Benefits largely stem from Waste Management's ability to leverage a greater pricing advantage than individual business owners could achieve on their own.

"Aligning with Waste Management allows Sam's Club to provide savings to our business members and the small business community," said Mike Turner, senior vice president of membership at Sam's Club. "Expanding our member benefits to environmental and waste service savings restates our commitment to seeing small businesses succeed by providing essential items and services at an exceptional value."

Throughout the coming year, Waste Management plans to introduce additional savings programs with national retailers and service providers.

Criteria for a vendor to join the Vendor Alliance Program™ include:

- A willingness to provide significant preferred pricing
- A track record for green practices
- Services commonly purchased by small and medium businesses
- A reputation for excellent customer service and/or product quality

ABOUT WASTE MANAGEMENT

Waste Management, based in Houston, Texas, is the leading provider of comprehensive waste management services in North America. Our subsidiaries provide collection, transfer, recycling and resource recovery, and disposal services. We are the largest residential recycler and also a leading developer, operator and owner of waste-to-energy and landfill-gas-to-energy facilities in the United States. Our customers include residential, commercial, industrial and municipal customers throughout North America. To learn more visit www.wm.com or www.thinkgreen.com.

ABOUT SAM'S CLUB

Sam's Club, a division of Wal-Mart Stores, Inc. (NYSE: WMT), is the nation's eighth largest retailer and a leading membership warehouse club offering superior products and services to more than 47 million members in clubs across the U.S., as well as in Brazil, China and Mexico. Sam's Club Business Members save an average of 59 percent over traditional retailers. To learn more about Savings Made Simple, visit SamsClub.com, and look for Sam's Club on Twitter and Facebook. For interactive tools and tips to plan, manage and grow a small business, including topics such as creating demand, loan research and processes, and social media advice visit SamsClub.com/smallbusiness.

This press release contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995.

Forward-looking statements are information of a non-historical nature or which relate to future events and are subject to risks and uncertainties. In many cases, you can identify forward-looking statements by terminology such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “potential,” or “continue,” or the negative of these terms and other comparable terminology. These statements are only predictions. Actual results could differ materially from those anticipated in these forward-looking statements as a result of a number of factors, including inability to negotiate or implement additional savings programs, inability to leverage pricing advantages and failure to maintain the Vendor Alliance Program and provide related savings. The forward-looking statements made in this press release relate only to events as of the date of this release. We undertake no ongoing obligation to update these statements.



Source: Waste Management, Inc.

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