Working with Recycling Vendors

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1st Option - Reduce/Reuse

- Could you change the material you are using?
  - Source reduction

- Can you change the packaging to be reusable or reduce the amount of packaging?

- Is your packaging recyclable?

- Is your waste a resource for someone else?
Your problem recyclables are most likely not a high value material
- Markets fluctuate
- Your problem material is not worth what it may have been in the past
- It’s a “buyers market”

Cost avoidance
- Best case scenario is a cost neutral solution
  - You will likely have to pay to have material recycled
Study by Rob Taylor, North Carolina Department of Environmental Quality

- Average market value of a ton of mixed recyclables at a MRF dropped from just over $180 in early 2011 to less than $80 at the end of 2015

- Value has since rebounded to a little over $100
You will likely need more than one recycling vendor
- Truckload quantities
  - Storage
  - Aim for mixed loads
- Communication and Time Challenges
  - Recycling may not be your only job
  - Vendors may have a million questions or,
  - Vendors can be unresponsive
CHECK ON YOUR CURRENT TRASH VENDORS

• When does your trash contract expire?

• Are the charges correct?
  • Correct number of tips
  • Correct number and size of dumpsters

• Are they “dumping air”?

• Are you paying more than one trash company?

• When is the last time you compared pricing?
Know your stuff:

Any recycling vendor that you choose to work with will want to know 4 things:

• What do you have?
• How frequently do you have it?
• How much do you have?
• How is it prepared and stored?
• Perform a waste walk-through of your facility
• Identify items that are currently recycled
  • List vendor info for each item
• Identify items that need to be recycled
  • Take pictures of those items in use and in storage
  • Place smaller item sample in a clear zipping bag
• **On-going** - items that you can provide a consistent quantity of on a monthly or quarterly basis
  • May prove to be the most successful for a recycling program
  • Vendors with a consistent supply can sometimes create a market for items that they know they will always have on hand

• **Seasonal** – recyclables you may only have a few months out of the year

• **One-time** – Items that you do not have on a regular basis, but have accumulated due to cleanout project, manufacturing error or one-time process
  • Seasonal or one-time items can be more difficult to recycle, especially if they are uncommon items
• Estimating actual tonnage of a material can be difficult

• Try to estimate how much you have in terms of shipping
  • There are three basic ways that most recyclers will accept loads that are not wood or large metal based:
    • Truckload
    • Bales
    • Gaylord boxes
• Truckload- Many recycling vendors are willing to put empty trailers at a location to collect recyclables.
  • Vendor may specify single material
  • Ask if you can place different material types on trailer
  • Separated recyclables can be worth more, but the expense of separating by your employees and the space taken by a trailer could cost your company more than accepting less money to comingle your recyclables

• Bales – Many companies have balers on site to prepare their recyclables such as cardboard, textiles, paper, plastics, aluminum.

• Gaylord boxes- Gaylord boxes are reusable shipping boxes that can be an inexpensive alternative to baling material.
• Will your vendor provide equipment?
  • Balers, trailers, Gaylord boxes, densifiers

• Will your company need to purchase additional equipment?
  • Can increase value
  • Tax credits available
Gather all of your information and samples in one place

- Item description
  - Samples
  - Pictures
- Frequency
- Quantity
- Preparation / Storage
Talk to your current recycling and trash vendors
  • Can they take additional materials?
  • Do they have recommendations?
• When is the last time you compared pricing?
HELP!

• NC DEACS
• ESI
• WRP (No ‘K’ and not in Cincinnati)

• NC Recycling Markets Directory
• NC Waste Trader
THANK YOU AND GOODNIGHT!

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