END MARKET DEVELOPMENT

C AND D WORLD 2020
LAS VEGAS, NV
8 MRFs
1,550+ Rolloffs and Recycling Containers
100+ Trucks
Limited Purpose Landfill
Scraping Division
Drywall Processing
Alternative Fuels
Innovative End Products
Sustainability Programs
Over 1,000 Rolloff Containers
Over 550 Swing Cans
100+ Trucks
100+ Trucks
Limited Purpose Landfill and Quarry
Scrapping Division
Sustainability Programs
So now what do we do with it ...
Feedstock Challenges

- Volume
- Pace
  - No Piles
  - No Outside Storage
- Variability
  - New Construction Debris
  - Demolition Debris
  - Manufacturing By Products
  - Industrial By Products
  - Intra-Day
- Consistency Over Time
  - New Customers
  - Exiting Customers
  - Volumes
  - Physical attributes
    - Seasonal variation
    - Source Configuration
End Product Challenges

- Availability of End Market
  - Local factors
    - Geographic proximity to end user
    - Regulations
  - Volume
  - Pace
  - Reliability
  - Consistency Over Time
  - ROI or Processing Equipment
End Product Solutions

- Control Your Own Destiny
- Remove offtake variability
- Dictate pricing
- Maximize sustainability
- Prove feedback loop to original generator
- Create or stimulate multiple markets for single commodity
URBAN WOOD WASTE

- Dictate End Market Price
- Collection Domination
- Auction Pricing
- Allocation Control
- Fanatical Commitment to Allocation Fulfillment
Cardboard

- Multiple End Markets
- Paper Mills
- ReBoxx™
- GigaFuel™
Gypsum

• Multiple End Markets
  • Fertilizer
  • Livestock bedding
  • Building materials
  • Horticultural uses
Carpet

• Multiple End Markets

• Absorbent

• Nylon 6, Nylon 66

• PET

• Compressed uses
Shredded carpet used as absorbent
Compressed Carpet
Plastics

• Multiple End Markets
• High Grade (i.e. turn plastic into plastic)
• Construction Materials
• Planet Obsessed™ Clothing
• GigaFuel™
Sustainability Products

- Carbon Catcher
- Hold my beer...
• Control your own destiny
  • Offtake options
  • Pricing
  • Consistency

• Leverage creativity your in-house talent

• Utilize local universities with sponsored research

• Work cooperatively with Regulators

• Start a lot of conversations with, “I wonder what would happen if...”
CUSTOMER FOCUSED
PLANET OBSESSED