

# CARE Certified Collector Program Update

## **Committee Members**

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# Two phases of development

## Phase 1:

- Develop criteria/goals
- Survey
- Website improvements
- Processor commitment
- Code of Conduct

## Phase 2:

- Discount programs
- Implement ongoing review process
- Develop Awards
- Web exchange
- Facilitate national programs with exchange



## Criteria Review

### Certified CARE Collectors

- All collectors will receive a survey from CARE
- Those that complete the survey will initially be listed on the website.
- Members will be removed from site if Code of Conduct is not returned in 30 days.

### Requirements:


- Member must complete the CARE annual survey each year.
- Member must meet local, state and federal requirements for insurance, taxes and hiring.
- Member must carry general liability insurance and at least meet the minimum state requirements for unemployment and workers compensation (if applicable)
- Member must be in good standing with CARE (dues are current)
- A representative of the member company will attend the Annual and/or Entrepreneur Conference in the first two years, then every year there after.
- Member must sign the Certified CARE Collector Code of Conduct, and adhere to the principles described therein.
- Member has a written in internal landfill reduction policy and records products sent to landfill



# Website Updates

Enter Address:

Radius of Search:



Use this finder to locate the nearest **CARE Certified Collector** to help you to divert carpet from a landfill.

Enter your Address (City or Zip Code), initial Radius of Search and click on the Search Locations button. Then refine your search by selecting a different Radius of Search (if necessary) and using the Filters listed below. Filters 1-3 help you sort in general categories while filters 4-6 help you drill down to more specific information if needed.

1. Are you looking for a company that is a collector, processor, or both?  
 **CL** Collector  **PR** Processor  
 **B+** Both
2. What type of post-consumer carpet do you have?  
Check all that apply.  
 **CL** Commercial  **RL** Residential  
 **BL** Broadloom  **CT** Carpet Tile
3. What logistics services do you need?  
 **DGF** Drop off at collection facility  **PU** Pick up from our location  
 **TK** Turn Key (rip up and recycle)  **TCS** Trailer/Container service
4. What fiber does your carpet have?  
If unsure leave blank.  
 **N6** Nylon 6  **N6,6** Nylon 6.6  
 **PET** PET  **PP** Polypropylene  
 **WL** Wool
5. What other products do you have?  
Check all that apply.  
 **CC** Carpet Cushion/ Underlayment/ Foam Pad  **AST** Rugs Artificial/ Synthetic Turf  
 **HSF** Hard Surface Flooring  **GD** Other C&D Debris

Some initial programming challenges

Logic has been updated

Those that are completing surveys and code of conduct will remain



# Review Process

## How complaints are handled

- Sent to CARE
- Discussed among review committee
- No collectors on review committee
- Committee makes recommendations to Board
- All information confidential except to review committee and Board.
- All information in writing



## Benefits for Certified CARE Collectors

- Shared purpose, know your network
- Member Benefits Program
- Better web – directs more customers to you.
  - Most visited part of CARE website...over 2000 hits per month.
- Annual awards
- Product Exchange
  - Move product 24/7
- More exposure for Certified Collectors

## Benefits for Processors

- Better information network
- Higher quality across network
- Use of product exchange
- Improved marketing for end use manufacturers
- Long term goal is better pricing, more consistent supply.



# BizUnite

- **One of the key benefits of the program – access to big business purchase discounts for small business.**
- **Over 50 companies (processors and CCC members) have benefited in just in the last 60 days.**
  - Examples:
  - Carpet Cycle- ADP increased their discount by 15% to get them to a total discount of 25%
  - JMish- ADP increased discount by 5% to get them to a total of 25%



# Business Service Programs



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Actively Improving Profitability



Uniform Services



Connect. Inform. Grow.



Independent Sales



FOR THE ONES WHO GET IT DONE



The Healthy Hydration Company™



WORK WITH US



Uniforms • Services • Solutions



THE SHIPPING COMPANY THAT WORKS FOR YOU®



United Trans\*Actions  
A merger of NCT & ACM





# Let Us Prove the Savings

- Members have seen annual savings on First Data credit card processing services as high as \$30,000, Sprint has shown members savings as high as \$12,500, and ADP has shown savings as high as \$3,500!

Annual Expenses	Typical Annual Cost	Cost with CARE
Credit Card Processing Fees	\$18,000	\$13,300
Payroll Processing Fees	\$5,000	\$3,750
Shipping Services	\$3,500	\$2,800
Tires	\$3,000	\$2,400
Industrial Supplies	\$6,000	\$4,700
Office Supplies	\$3,000	\$2,300
Wireless Communication	\$9,000	\$7,300
<b>Totals</b>	<b>\$47,500</b>	<b>\$36,550</b>

\*Based on the average BizUnite member savings

That's **\$10,950**  
per year in  
savings



# Credit Card Processing

## First Data - Credit Card Processing

- Deeply reduced processing rates
- #1 acquirer in the industry
- Less than 45 minutes from paperwork to first transaction

## AIP - Debt Collection

- 90% of what we collect happens in the first 60 days
- 55% discount off standard rates
- Rates as low as 15%



# Payroll Processing

## Payroll Processing

- Minimum 25% off payroll processing fees
- ADP is the #1 provider in the industry
- Quarterly incentives for new customers

## Additional Services

- Workers' Compensation Pay-by-Pay™
- TotalSource Health Insurance
- HR and Hiring & Retirements/401K



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# Facility & Operations Products

## Facilities, Maintenance, & Operations Products

- Up to 22% off product categories
- Minimum 7% discount off catalog pricing
- FREE standard shipping
- Over 900,000 items in the Grainger catalog
- 99% of all orders by 4pm deliver the following day
- 420 local branches



# Wireless Services

## Wireless Services

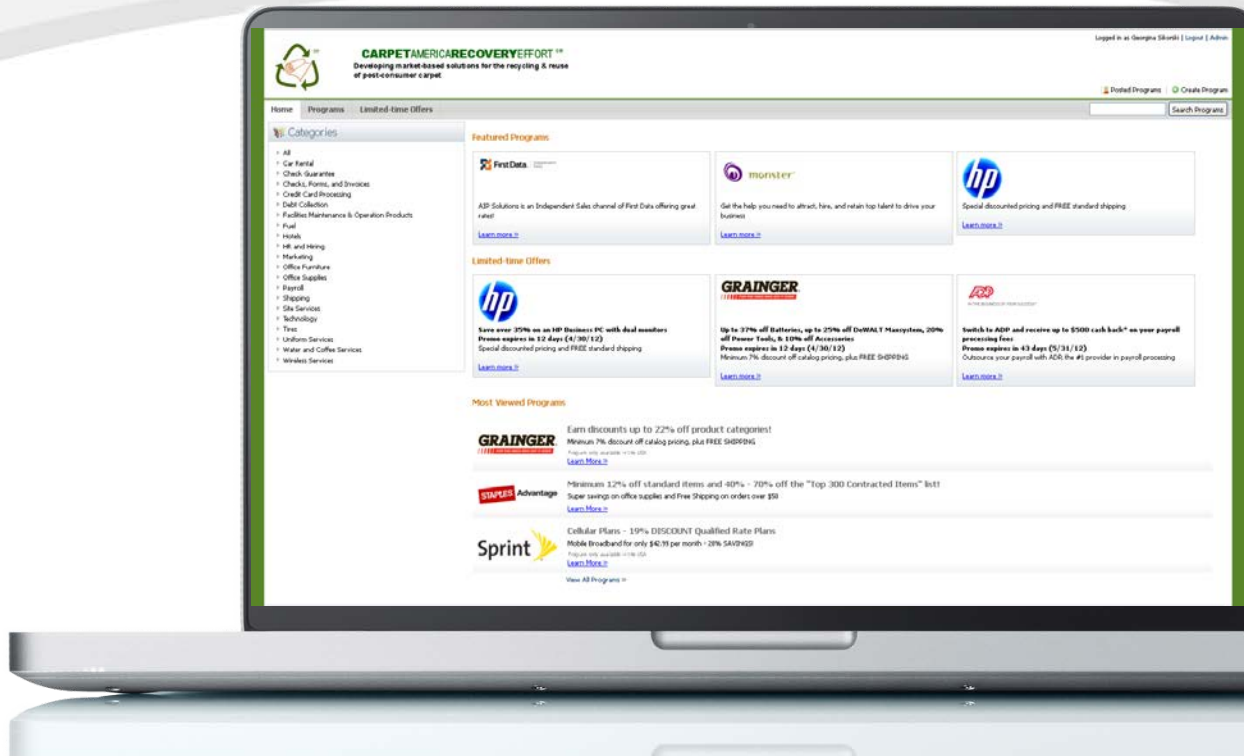
- 19% discount off wireless rate plans
- Unlimited data plans starting at only \$69.99/month
- Corporate equipment pricing
- Save 25%-35% compared to Sprint competitors

## Mobile Broadband

- 28% off mobile broadband services
- Mobile hot spot devices: Overdrive and Mi-Fi cards



# Access the CARE Marketplace



1. Visit [www.carpetrecovery.org](http://www.carpetrecovery.org)
2. Login with your CARE username and password
3. Click on the "BizUnite sign up and log in link"

## Next Steps

- **Start exchange development**
  - Part of CARE overhaul on website.
- **Recognition/awards program**
- **Review Renewal/Review Process**
- **Market program to retailers, processors, mills**
- **Update Entrepreneurial Resources – i.e. equipment**
- **Cost of Doing Business Survey**



**Recommendations/Suggestions/Questions?**

