



Collector

Link #1 of the Value Chain

Agenda

- **Why are we doing this?**
- **How do you get started as a Collector?**
- **What does a collector do?**
- **What are the costs involved?**
- **Market Pricing**
- **Efficiencies**

Why are we doing this?



- In the past 10 years, over 30 Billion lbs of carpet has gone to landfill
- 1 person represents about 13 lbs of carpet per year going to landfill
- In a market of 3 Million people = 39,000,000 Million lbs to landfill!!

How do you get started as a Collector?

- **What do you know about carpet and/or end markets?**
- **Where are your relationships, network, connections, experience?**
- **Market Analysis – population stats, landfill costs, cooperation with local government, adoption of other recycling programs**
- **Visit with retailers and commercial floor dealers – what type of carpet is typical in market – N6, N66, PP as well as ounce weight**

How do you get started as a Collector?

- **Understand LEED (Leadership in Energy & Environmental Design) as well as other incentives to customers**
- **Local Legislation (ie. California Carpet Bill AB 2398)**
- **Building awareness in the marketplace**
- **Back end market relationships**

What does a Collector do?

COLLECT:



What does a Collector do?

BALE:



Carpet & pad bales ready to ship



What are the costs involved?

- **Warehouse Space – carpet must be protected from weather & kept dry**
- **Baler**
- **Fiber Analyzer**
- **Labor/Office Personnel**
- **Bobcat/Forklift**
- **Logistics - Trucks/Containers**
- **Freight**

Market Pricing

Landfill costs vs. reclamation costs

- Contact area waste management companies
 - dumpster rental charges
 - dumpster drop and pick-up fees
 - tonnage charges, tonnage limits
 - Franchise fees, taxes,...
- Take that overall cost to calculate what the market price for reclamation should be
- You MUST charge for your services on the front end

Example for 30 yard dumpster:

- \$200 - Dumpster Rental per month**
- \$150 - Drop off & pick-up (round trip)**
- \$180 - \$45 per ton, Broadloom carpet at 4 tons total loaded to the top, carpet tile can go up to 5 tons, limit is usually 7 tons ***
- \$120 - There are typically 3-5 additional fees on a bill that are paid to the city or franchise fund unrelated to the waste hauler**
- \$650**

*** Max out on volume before weight**

\$650/4 tons = \$162.50 ton or \$0.08 per lb

Market Pricing

- Will the market support that price for reclamation? Is this a VIABLE BUSINESS model?
- What end market outlets are available locally & beyond...to send the carpet to?
- Is there a value to the end market for what is being collected? Look locally first!!! Get a good analysis of the market.

Efficiencies

Minimize your touch points with the carpet

- **Publish Receiving Requirements for your customers (this is a new industry, they will comply)**
- **Roll the carpet fiber side out**
 - **Easier to identify fiber quickly and helps end markets**
 - **Minimizes the inclusion of knives, blades, tack strips, and other trash**
- **Carpet tile must be palletized and strapped to pallets**
- **Request carpet be stacked separately from pad and carpet tile with similar backing be packaged together.**
- **Identify carpet as it is coming off the truck and load straight into baler**

What the client gets in return

Reclamation Center Name

Carpet Reclamation Certificate

Presented To:

Company Name

Project: Street Address or other designation

Flooring Contractor: Company Name

***In Recognition of Diverting XX,XXX lbs of
Post-Consumer Carpet from America's Landfills***

Month XX, 2010

Presented by:

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QUESTIONS?

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