

Texas Carpet Recycling

Collection/Resale Scenarios and Considerations

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Collection/Resale

- ▶ Texas Carpet Recycling
 - Focus is on commercial product
 - Subsidiary of Corporate Floors – Commercial Installation and Floor Care company
 - Collects for other commercial dealers, end users, demolition companies, general contractors
 - Offers Turnkey, pick up, drop off and trailer service
 - Carpet tile is approximately 50% of our volume
 - Of that about 50% is PVC, rest is non-PVC and cushion back. Most cushion back is sent to kilns.

Collection/Resale

- ▶ Fortunately, carpet tile made to last.
- ▶ Most is “uglied out”, not worn out.
- ▶ Requests to purchase used carpet tile are sporadic but increasing.
- ▶ Carpet tile best product for re-use/re-sell.

Collection/Resale

▶ Scenario #1 + Considerations

- Customer wants to re-use their own product
 - Clean before removal is best. Easier to handle and determine what is truly usable. Not weighing dirt.
 - Stack correctly (face to face) prevents adhesive contamination
 - Consider removal/transport and reinstallation costs
 - Must consider future reclamation into costs (don't delay the inevitable)
 - Once re-installed, may need to clean again in order to help with consistency of look.
 - Reporting? Report as Re-Use. We still give client weight certificate for what they re-use. Can't reuse cuts...

Collection/Resale

▶ Scenario #2 + Considerations

- Customer wants to purchase used, collected stock from others.
 - Consider where this will be used. Chance of future diversion lowered?
 - Legal issues to consider?
 - Taxing considerations – varies state to state.
 - Must consider future reclamation into costs.
- If you are not in the business, consider partnering with location dealer to install and clean.

Collection/Resale

▶ Scenario #3 + Considerations

- Donate collected carpet
- Most donated carpet used in non-profits
- Lower chance of future diversion
 - Carpet probably not cleaned
 - Legal issues to consider?
 - Tax deduction possibilities
 - Logistics costs and considerations
 - Must consider future reclamation into costs.
- If you are not in the business, consider partnering with location dealer to install and clean.

Collection/Resale

▶ Closing

- No matter if you resell or donate
 - Consider adding future reclamation costs into price and let client know to encourage future reclamation.

GO RANGERS!

- Legal issues to consider?
- Tax deduction possibilities for donating. Ask your CPA.

- Must consider future costs into costs.

- If you are not in a location dealer to consider partnering with a dealer.

