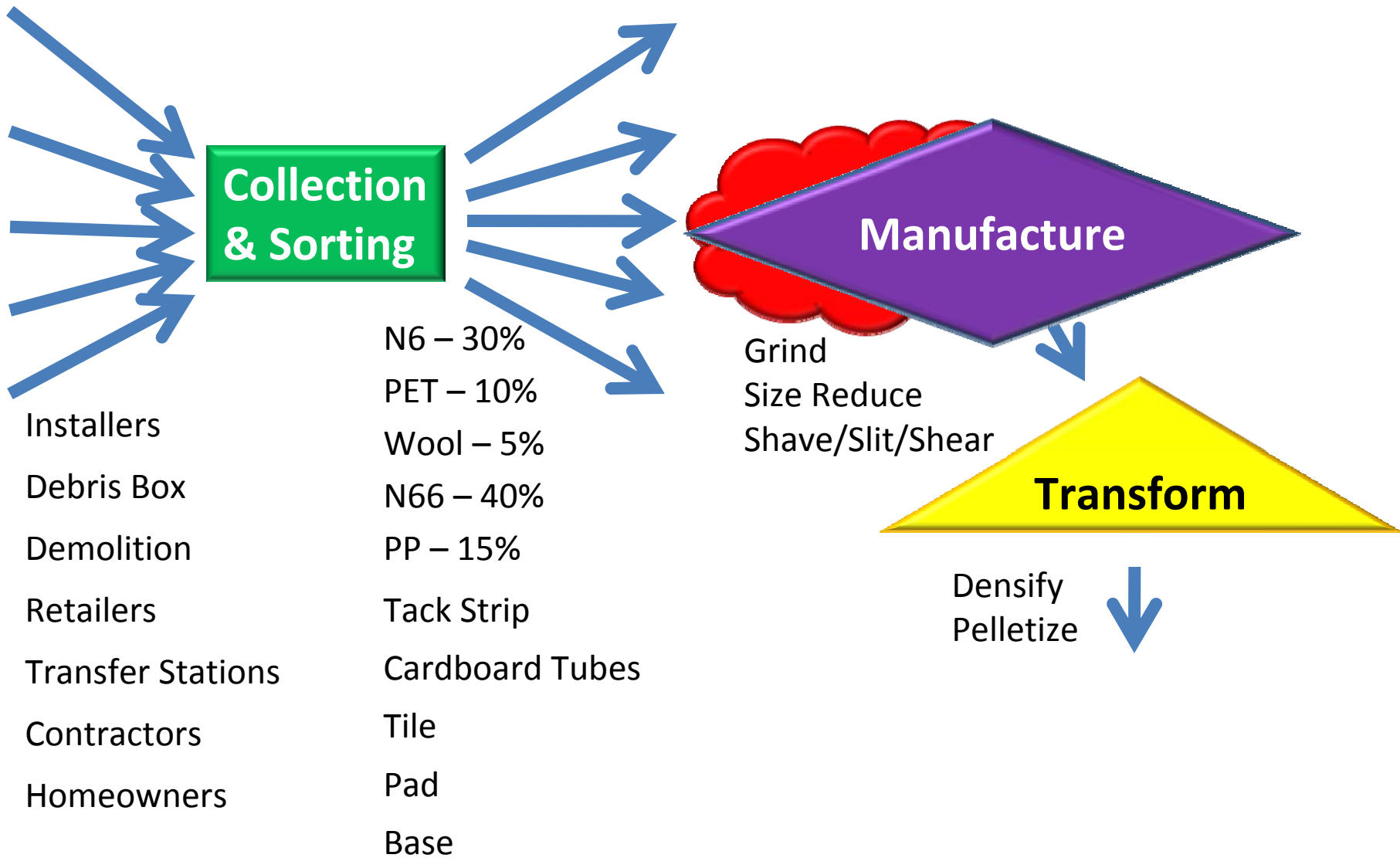


National Procurement & Analysis

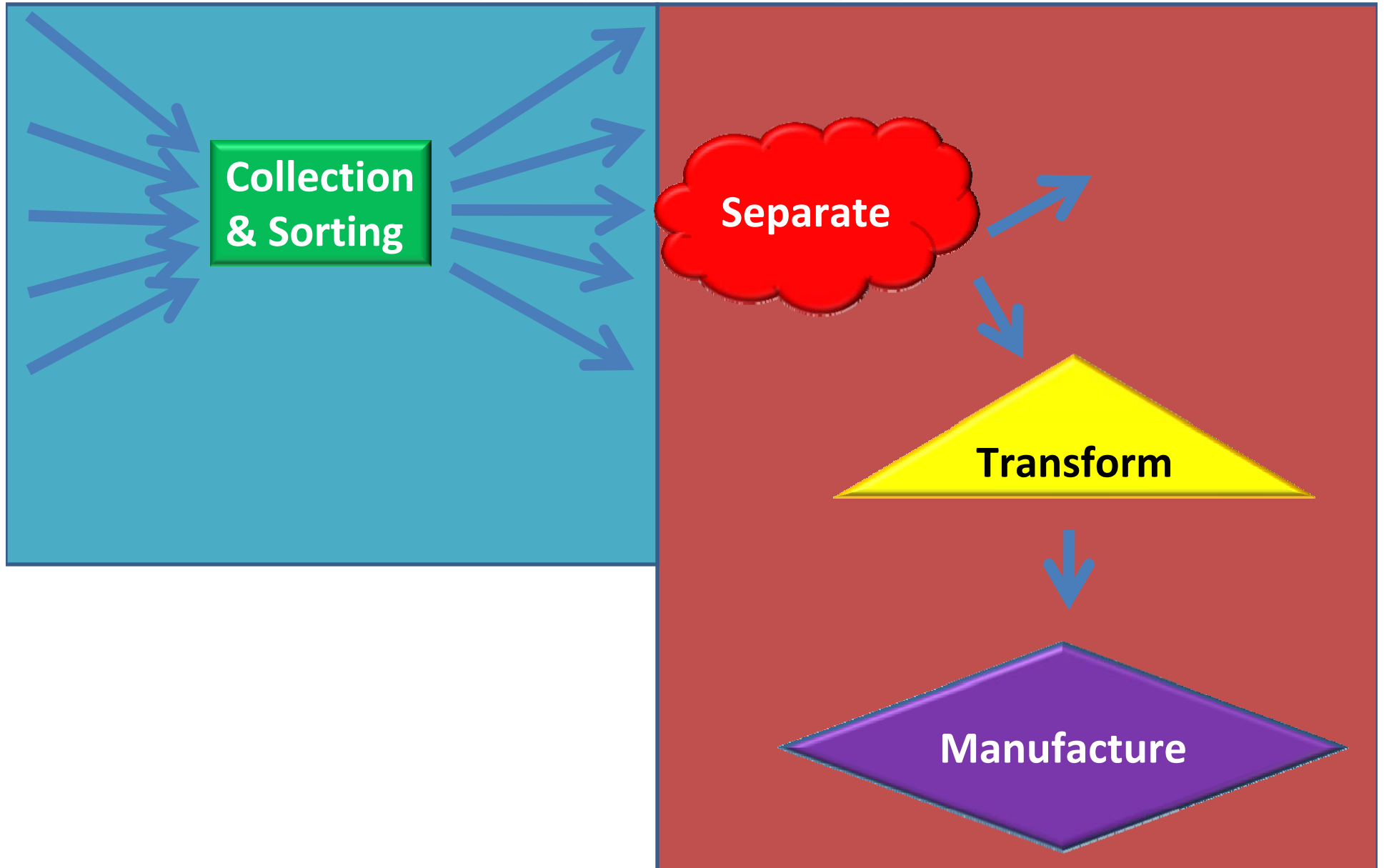
Ellen Raynor, SF Carpet Recycling



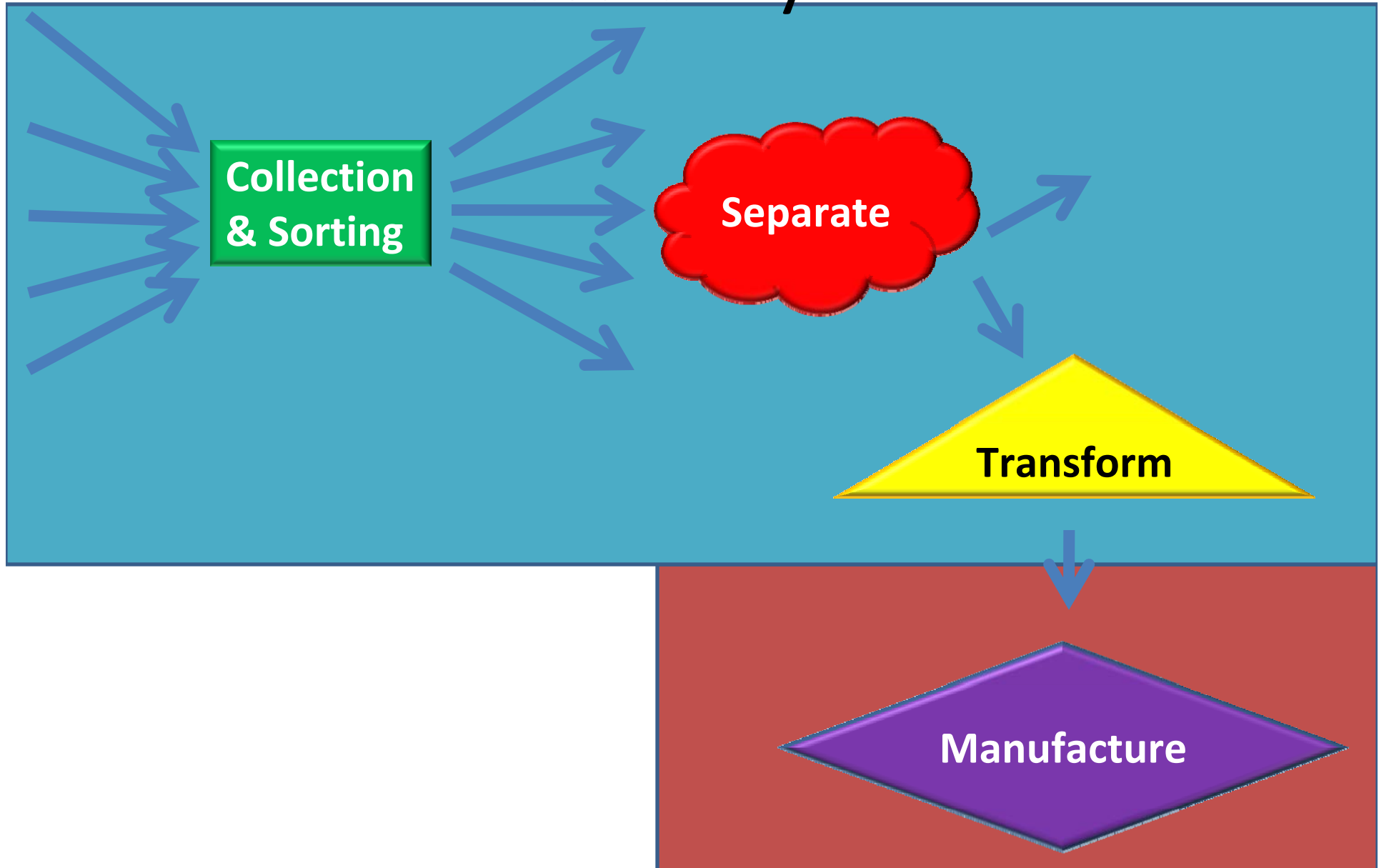
Value Chain



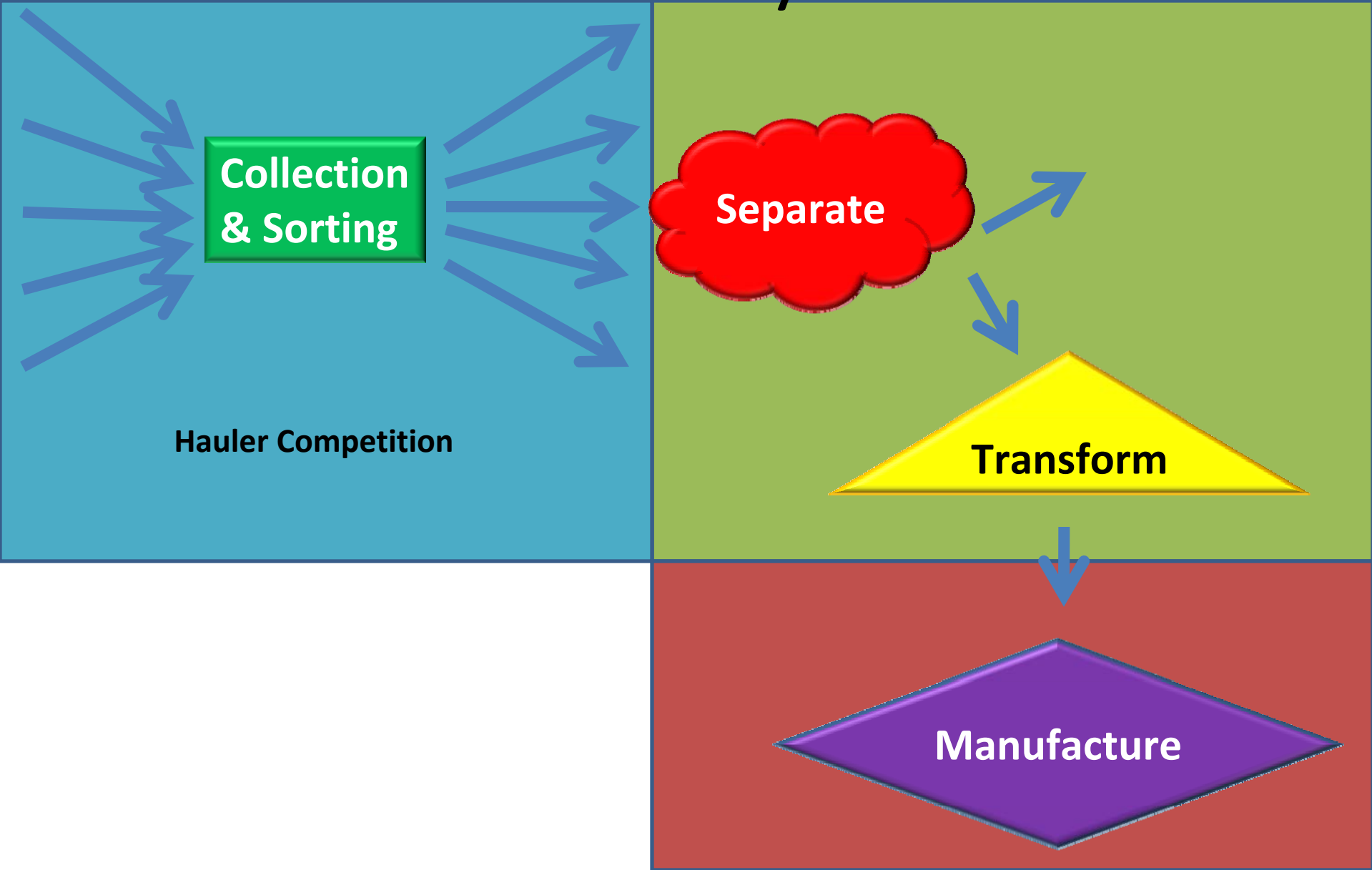
Current Division



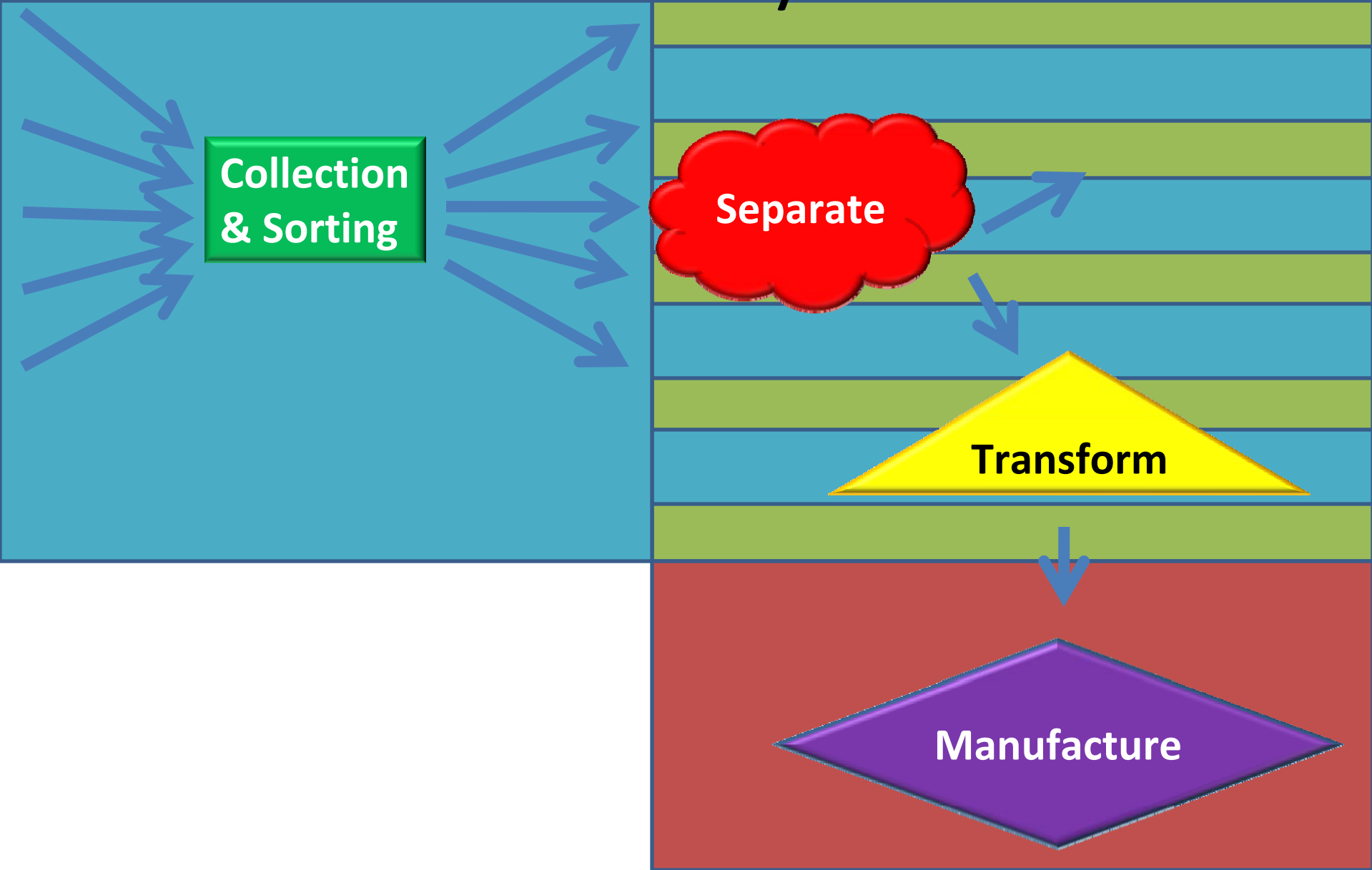
Possibility #1



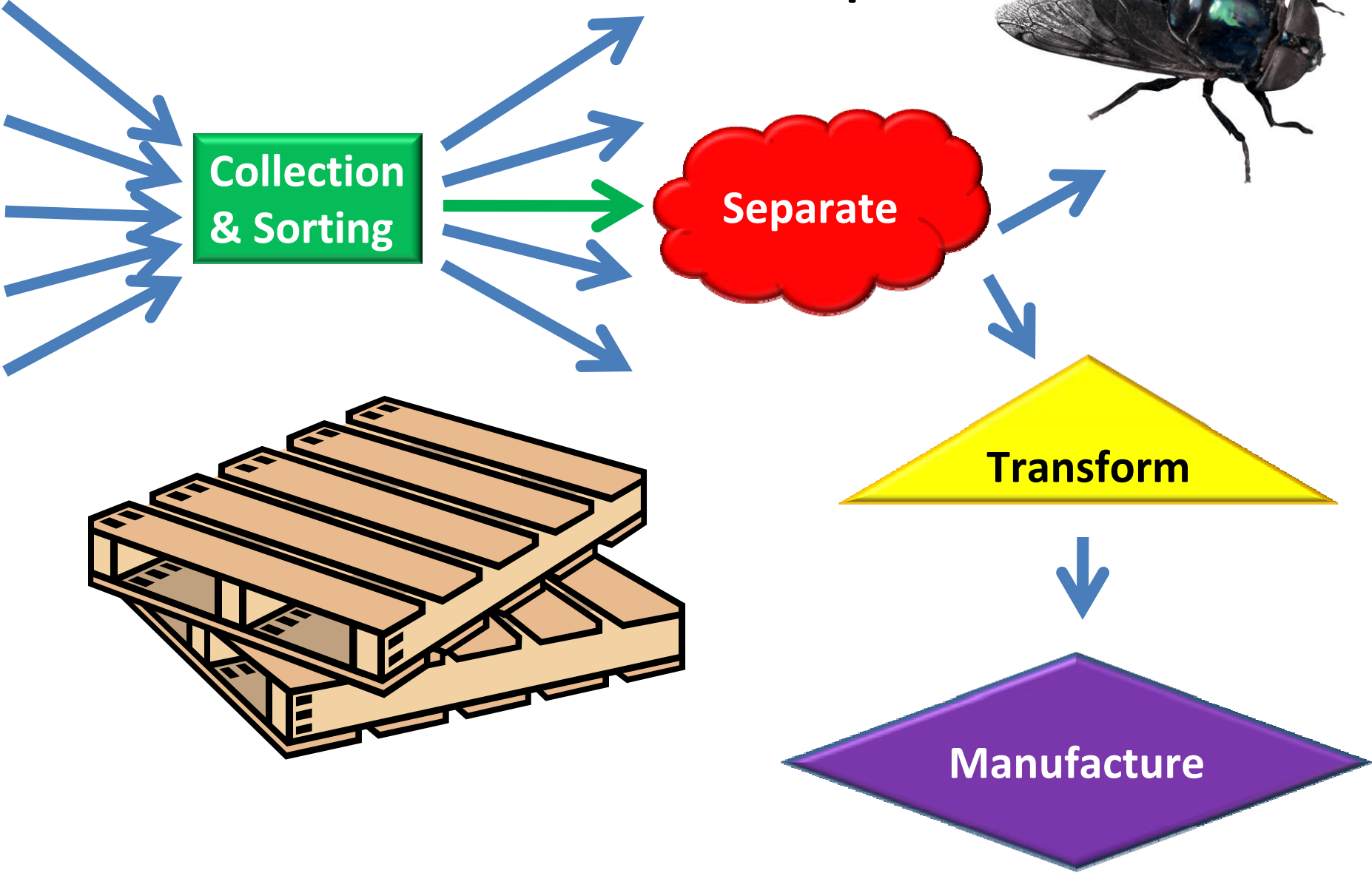
Possibility #2



Possibility #3



Pallet Example



Considerations

- Consistent Supply
 - Availability (qty & time)
 - Vulnerability (dependence on Shaw?)
 - Quality
 - Post consumer/Post industrial
 - Bale size (or flat/rolled)
 - Packing Configuration
 - Carpet Grade (cut pile/loop)
 - Carpet Color
 - Tie method
 - Label & Color Code
 - Tester that is high enough quality
 - Price at *their* door*
 - Small business, Woman/Minority owned business
- Profitable
- Defensible competitive advantage
 - vs other collectors
 - vs alternative materials
- Independence from carpet industry