An Overview of Collection Models

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2009 CARE Conference
April 30, 2009
Agenda

1. Level Set (with an example)
2. Carpet distribution basics
3. Carpet ‘basics’
4. Common denominators of success
5. Methods/models we’ve run across
6. Questions
‘Un’-Related Example

• Grocery Stores
  – Super-stores
  – Local Corner stores
  – Ethnic stores
  – Specialty stores
Carpet Distribution (and ‘reverse’ - distribution)

- Yarn Manufacturing
- Carpet Mills (manufacturers)
- Distribution Centers
- Retailers/Dealers
- Installers
- Consumers

Collectors / Recyclers
Common Denominators of Success

- ‘Additive’ business
- Charge waste generators for recycling services
- Not in areas where Curbside disposal is common
- Innovative, Resourceful, Tenacious
- Moderate to high disposal costs in local area
- Did I say charge for recycling services?
- ‘Grow’ into business (not ‘go’ into business)
<table>
<thead>
<tr>
<th>Collection Type</th>
<th>Retailer</th>
<th>Collector</th>
<th>End-user</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Cost</td>
<td>Service</td>
<td>Collect Cost</td>
</tr>
<tr>
<td>&quot;Collect All&quot;, no charge</td>
<td>↑</td>
<td>↑</td>
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<tr>
<td>&quot;Collect All&quot;, charge</td>
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<tr>
<td>Site Sort</td>
<td>↑</td>
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<td>↓</td>
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<tr>
<td>Drop off, pay for</td>
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<tr>
<td>Drop off, don't pay</td>
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<tr>
<td>C&amp;D</td>
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<tr>
<td>Landfill/MRF</td>
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<tr>
<td>Waste Hauler divert</td>
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<tr>
<td>Direct Collect Retailer</td>
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<tr>
<td>Voucher System</td>
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<tr>
<td>Installer-demo contractor</td>
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<tr>
<td>Curbside</td>
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</table>
• Questions
‘Extras’

• Extra slides follow