



# DRIVEN TO DELIVER!

Recycling is in the Toilet –  
Globally, everywhere



# Why in the Toilet

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## Lower revenues due to depressed commodity prices

- ✓ Loss of Chinese Exports, was 40% inbound, no more
- ✓ Seeing negative commodity prices, cost more than garbage

## Higher processing costs

- ✓ Meet quality standards means adding sort lines, higher capital costs, more robots, more optical sorters
- ✓ Positive sorts not negative sorts

## Higher transportation costs

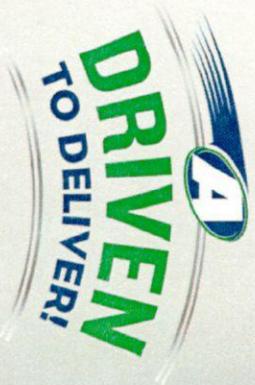
- ✓ Regulatory requirements
- ✓ Good economy = tight labor force = increased freight costs

## Availability of outlets

- ✓ Loss of China means it is harder to find a home
- ✓ Stockpiling and landfilling occurring now

# Solutions

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- ✓ Ensure Higher Quality Recyclables
  - ✓ Reduce contamination
  - ✓ Reduce menu of items
- ✓ Work with the entire industry
  - ✓ Tour Pratt Industries for an understanding of the problem
  - ✓ <https://www.atlantarecycles.com/how-is-my-recycling-material-used.html>
- ✓ Communicate with residents – be honest
- ✓ Amend contract to share the risk at market rate not just a rate increase one time only to have to go back and ask for more, or less



## **What Can we do – Together**

### **It will not get better for a while**

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- ✓ **Pass the rate on under Other Adjustments**  
**Due to Significant Changes or Force Majeure**  
**as this is a Global Situation**
- ✓ **Pay a separate tonnage fee for recycling and**  
**pass cost through on the tax bill as an**  
**environmental assessment**
- ✓ **Stop Recycling (Not Recommended)**
- ✓ **Educate, I could present at your next work**  
**session**
- ✓ **Increase the commercial cost to offset the**  
**residential recycling cost**