

2005 National Materials Exchange Conference and Managers Meeting

Welcome

Thank You!



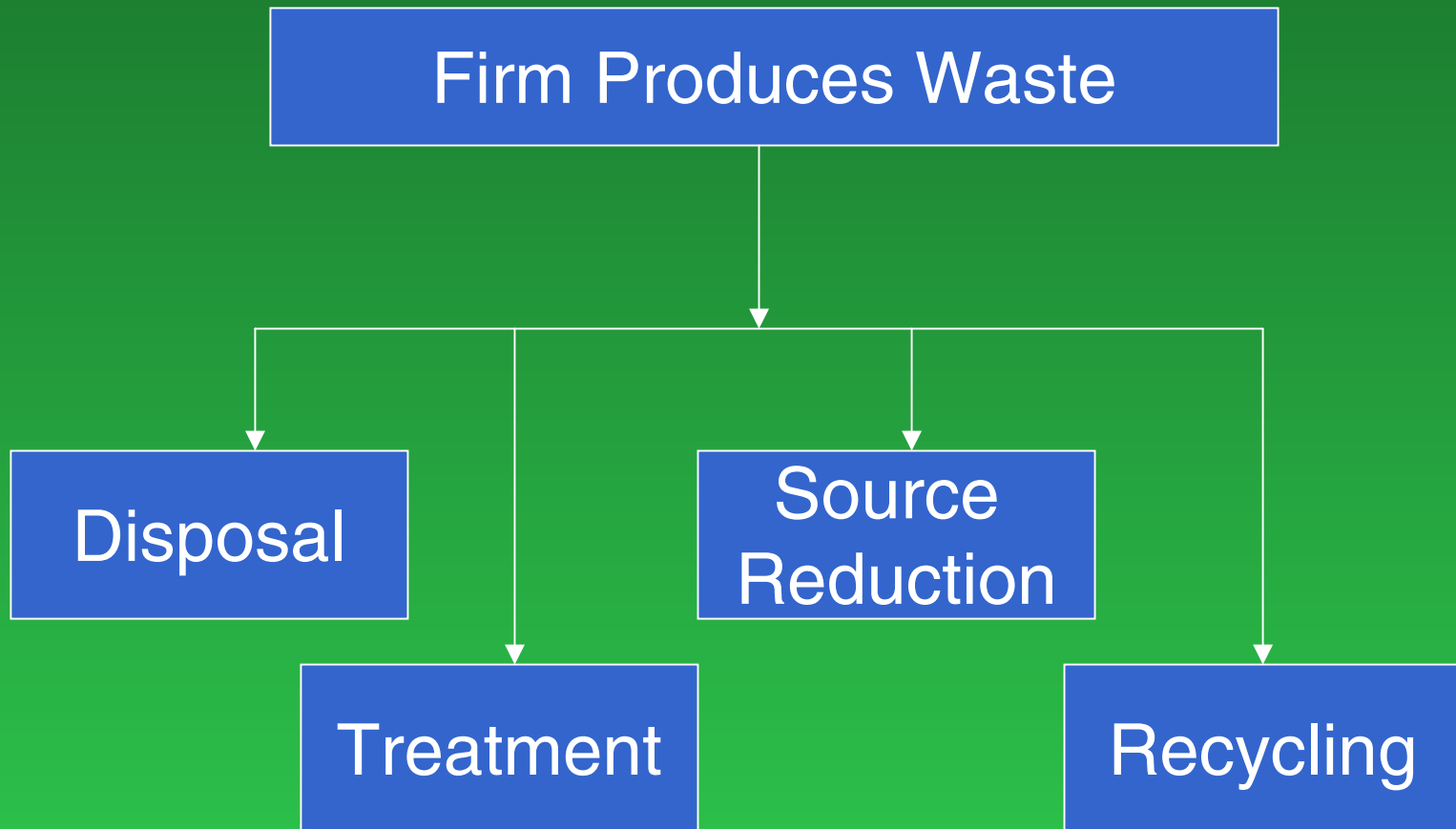
An Introduction to Waste/Material Exchange Workshop

- History
- Administration
- Waste Exchange vs. Material Exchange
- Profit vs. Non-profit
- Regulatory Issue
- Active vs. Passive
- Services
- Liability
- Promotion

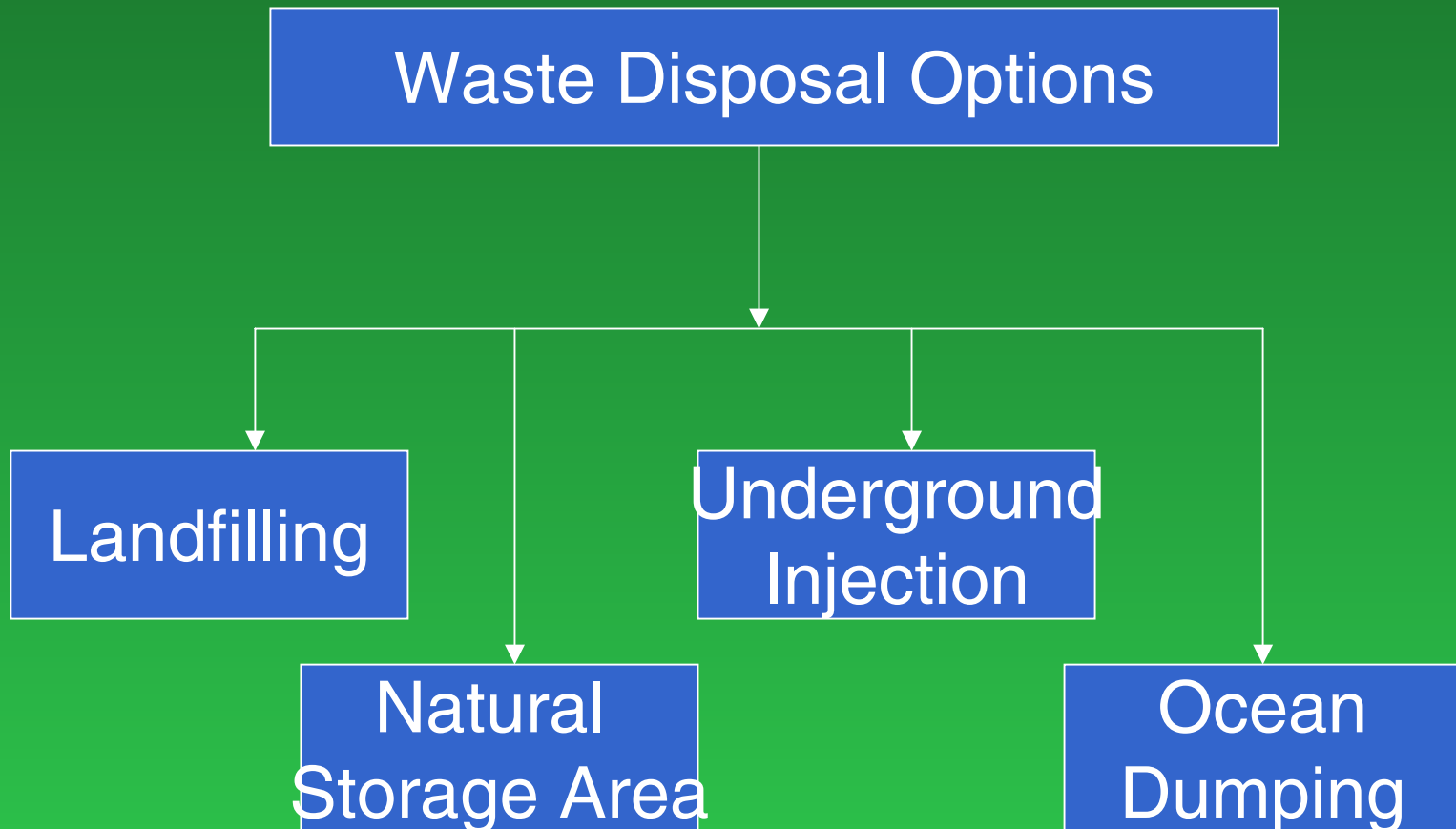
Waste Exchange Concept

- “One man’s garbage may be another man’s gold”

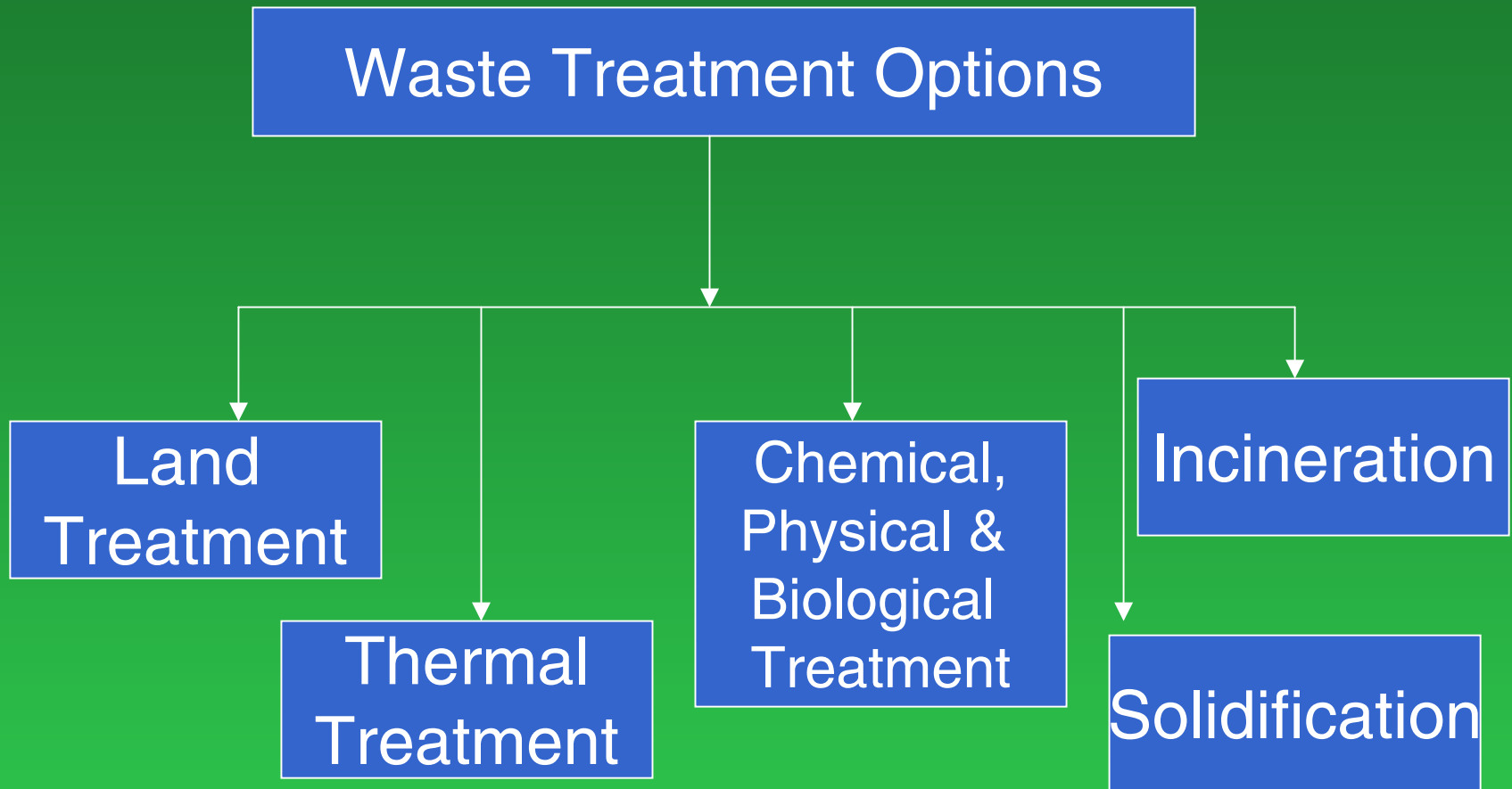
Hazardous and Solid Waste Management for Generators



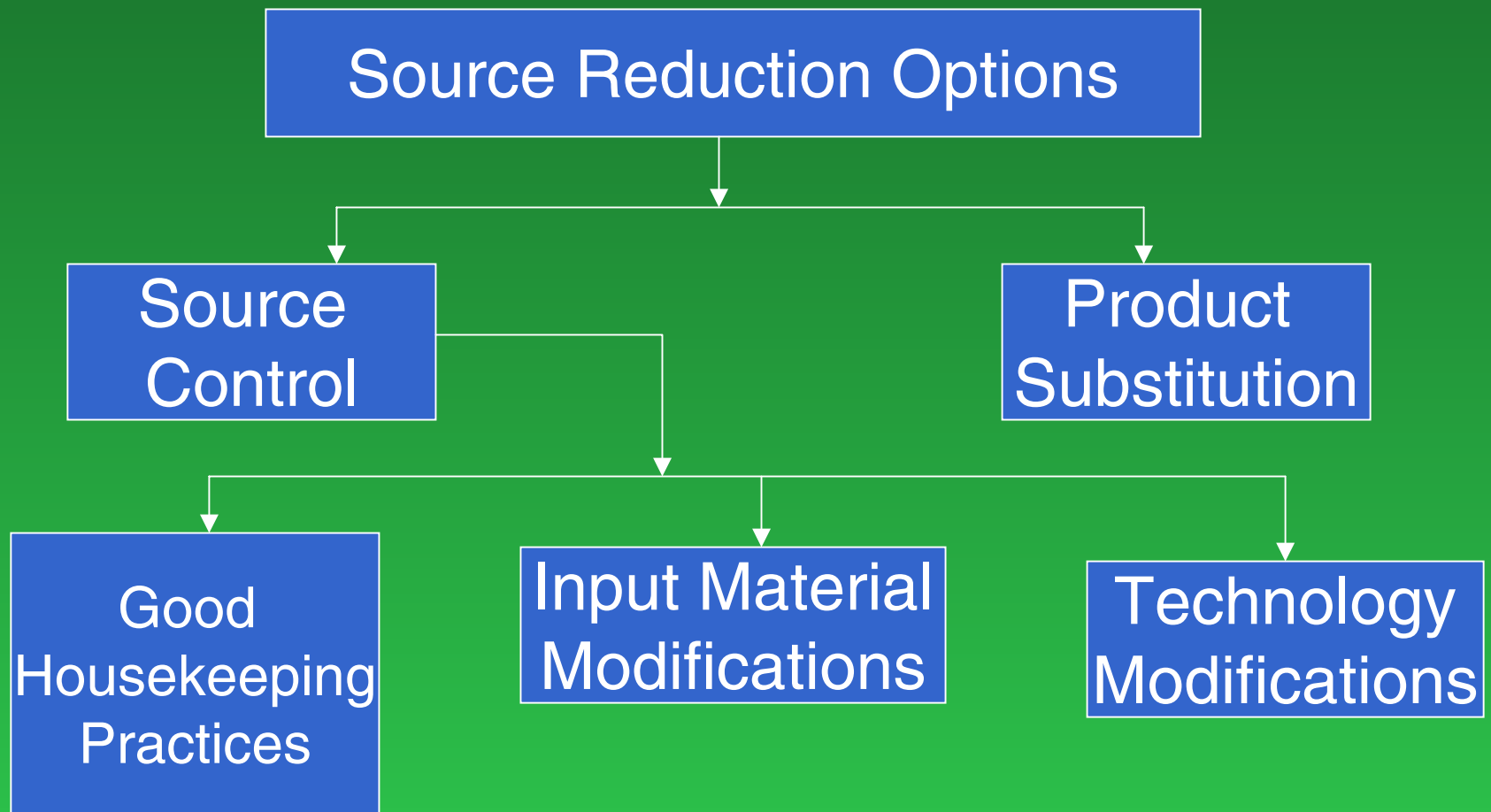
Hazardous and Solid Waste Management for Generators



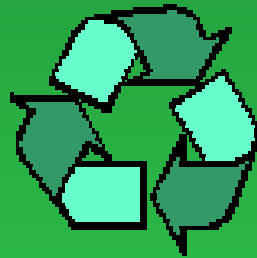
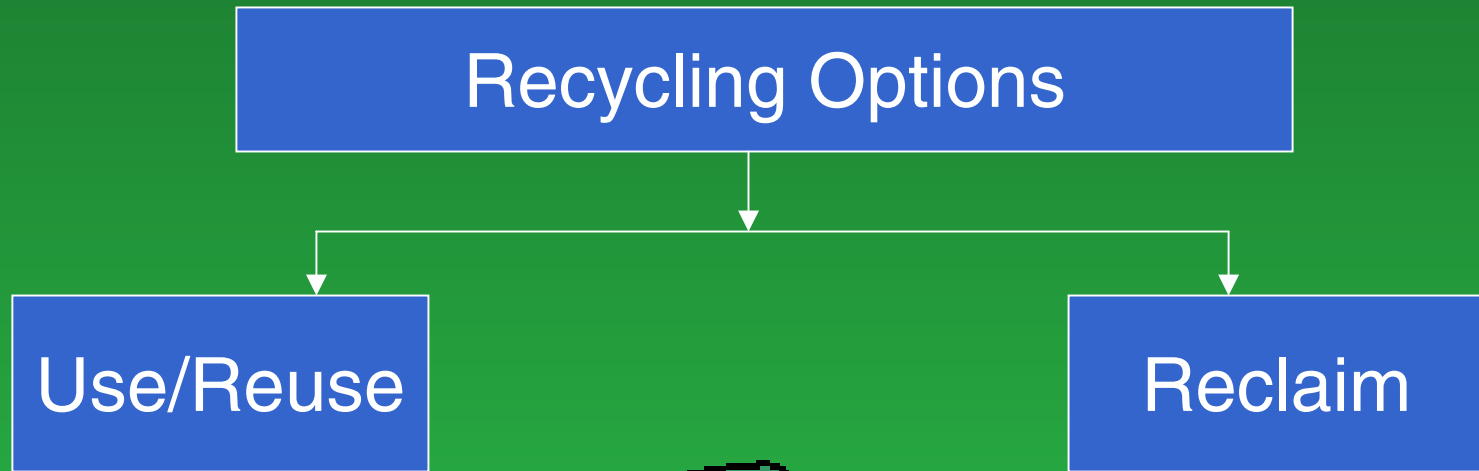
Hazardous and Solid Waste Management for Generators



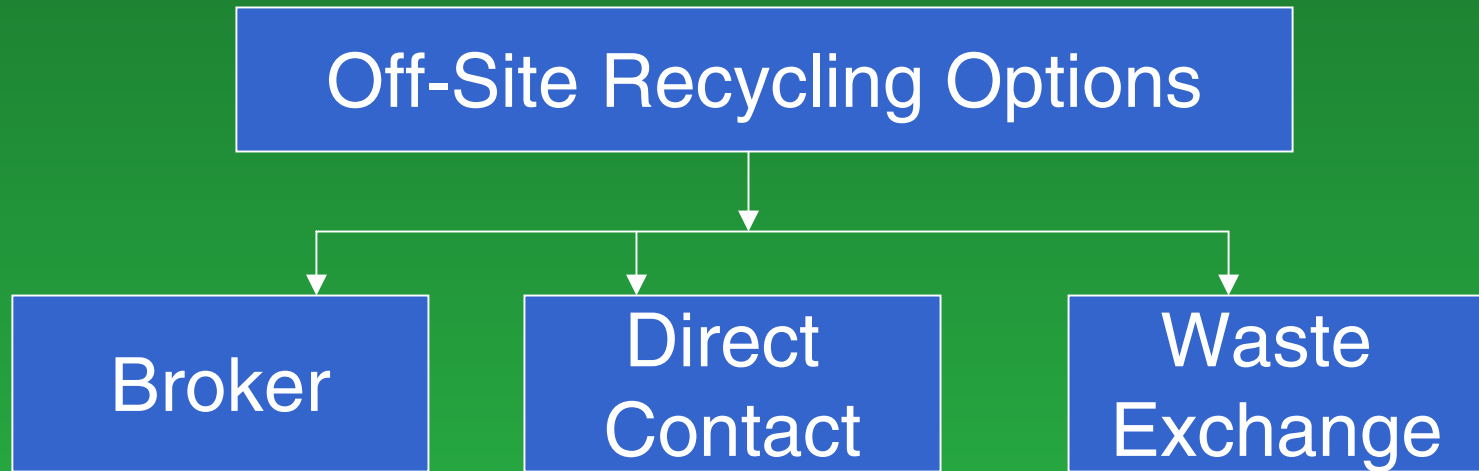
Hazardous and Solid Waste Management for Generators



Hazardous and Solid Waste Management for Generators



Hazardous and Solid Waste Management for Generators



Waste Exchange Definition

An operation that engages or assists in the transfer of either waste materials or information concerning waste materials

Types of Exchanges

- Information Clearinghouses
 - Typically non-profit
 - Does not take possession of material
- Material Exchanges
 - Typically for-profit (Brokerage)
 - Takes possession of material

History

- Foreign Exchanges
 - National Industrial Materials Recovery Association (NIMRA)
 - Britain
 - 1942 (W.W.II)
 - Netherlands - 1972 - VNCI
 - Belgium - 1972 - FICB
 - Nordic Waste Exchange - 1973
 - Canadian Waste Exchange - 1973

History (continued)

- U.S. Exchanges
 - Union Carbide Corporation - 1964
 - Zero Waste Systems - 1973
 - Midwest Waste Exchange - 1973
 - Piedmont Waste Exchange 1978
 - Florida Waste Information Exchange (FWIX) - 1980
 - Northeast Waste Exchange - 1981

Waste Exchange Meetings

- 1983 - Tallahassee
- 1985 - Tallahassee
- 1987 - Charleston
- 1988 - Toronto
- 1989 - San Antonio
- 1991 - Spokane
- 1992 - Syracuse
- 1995 - Nashville
- 2001 - Nashville
- 2003 - Cincinnati
- 2005 - Orlando
- 2007 - ???

Methods of Assistance

- Catalog Publication
- On-line Services
- Toll Free Phone Lines
- Matchmaking

Waste Categories

- Acids
- Alkalis
- Other Inorganic Chemicals
- Solvents
- Other Organic Chemicals
- Oils and Waxes
- Plastics and Rubber

Waste Categories (continued)

- Wood and Paper
- Metals and Metal Sludges
- Miscellaneous









- Operating Costs
- Cooperation Between Exchanges
- Sharing Listings
 - - Links on Web Sites
 - - Material Exchanges on the Web
 - - Material Exchange Listserve (MEL)

Material Exchange Introduction

- Name
- Program Name
- How Many Employees
- Funded by
- Estimated Budget
- How Old Program is

Funding

- Grants
- Private Sector
- Listing Fees
- Subscription Fees
- Membership Fees
- Advertising Fees
- Transaction Fees
- Foundation
- Special Events
- Legislative Route – State Appropriations
- Other:

Marketing the Program

- Advertising
- Promotion
- Trade – Offs
- Identifying Target Market
- Word-of-Mouth
- Attributes (Disposal Savings, Tax Benefits)

Innovative Projects

- Broadly generated waste streams
 - Gypsum, Wood Waste
- EPA's recent emphasis on by-product use as part of their Resource Conservation Challenge program
- "Rolling-out" marketing results of demonstration projects

Future Services

- Proactive Marketing
- Email Services
- Roll of the Web
- GIS
- Other “Out-of-the-Box” Services

Case Studies

- Fluorescent Tube Glass
- Waste Tire
- Expanded Polystyrene
- Waste Paint
- Other Examples

Measuring Success

- How to Obtain Feedback from Listers
- Avoided Disposal Costs
- Energy Savings
- Avoided Raw Material Purchases
- Number of Listings
- Number of Inquiries
- Number of Requests
- Amount of Material Exchanged
- Electronic vs. Hardcopy
- Volumes/Weights/Costs