2005 National Materials Exchange Conference and Managers Meeting

Welcome
Thank You!

EPA
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

Firm Produces Waste

- Disposal
- Source Reduction
  - Treatment
  - Recycling
Hazardous and Solid Waste Management for Generators

Waste Disposal Options

- Landfilling
  - Natural Storage Area
- Underground Injection
  - Ocean Dumping
Hazardous and Solid Waste Management for Generators

Waste Treatment Options

- Land Treatment
- Thermal Treatment
- Chemical, Physical & Biological Treatment
- Incineration
- Solidification
Hazardous and Solid Waste Management for Generators

Source Reduction Options

- Source Control
  - Good Housekeeping Practices
- Product Substitution
  - Input Material Modifications
  - Technology Modifications
Hazardous and Solid Waste Management for Generators

Recycling Options

- Use/Reuse
- Reclaim
Hazardous and Solid Waste Management for Generators

Off-Site Recycling Options

Broker

Direct Contact

Waste Exchange
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
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 Listserv (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