



CRT Recycling Options

For Districts, States, Regions, and Other Organizations
American Retroworks Inc. / Good Point Recycling

June 2003 Middlebury, Vermont

Here are 10 Reasons to work with American Retroworks Inc.'s Good Point Recycling ...

1) Turn-Key Recycling Events



When the state of Vermont was unable to sustain grants for one-day events (after one event in Addison County), we came up with an event which most people can afford. Districts can advertise and set up the collection site without handling cash or budgeting a separate line item. "If we offer it they will come". Successful events in Littleton and Plymouth, NH, raised funds for NERC in 2002, and were continued this year.

Sandy River – Maine's first rural CRT recycling event

2) Small Storage Milk Runs



In Vermont, Good Point Recycling offers collections of as little as 2 pallets for the same .18 rate as other companies which have minimum collections of 20,000 lbs. Our average collection volume is 6 pallets. With our new plant opening in Middlebury, we have expanded our trucking schedule to allow 10 day notice. But most of our clients are now collected before they are ready to call.

New engine, smart routing, good service

3) Bulk Delivery Pricing



ARI/Good Point Recycling has a multi-year agreement with **ElectroniCycle Inc.** for delivery of trailerload volumes of material at prices below the state recycling contract rate. For smaller (less than load) deliveries, we can receive the same material in Middlebury for .05-.18 per pound, depending on grade of material. ElectroniCycle does CRT glass processing (as well as TV repair) on site.

ElectroniCycle Inc., MA – over 1 million pounds of CRT glass domestically processed every year.

4) Commercial/Institutional Referral Bonuses



In Vermont, we learned that many hospitals, colleges, schools, banks, and other commercial or corporate accounts have sudden needs for cleanouts when computer systems are replaced, or "mothballed" electronics are finally "expensed". Instead of your district "double handling" the load, we will credit the you with 1-7 cents per pound (5%-35%) on any referrals. These accounts are added to the "milk run", billed directly, and the district gets a credit on their recycling bill.

Commercial referrals discount your recycling fees..

5) Economy Plans



From our work setting up non-profits (Goodwill, Salvation Army, ACCAG, WinCycle, etc.) we have been willing to go the extra mile to make electronics recycling pay for itself. For highly sorted loads, or cherry-loads (e.g. Panasonic TVs free, CPUs free) in volume, we can collect for free. Even the tightest fiscal agent should be able to recycle SOME electronics, without dumping illegally overseas. We can show you how to refuse the most expensive items for recycling when a half a CRT is better than none. *Basically, Good Point can outsource some if the sorting work to you.*

Highly sorted monitors, newer brand-name TVs, intact CPUs, may be accepted free in bulk

www.retroworks.com

6) Emergency Cleanouts / Exports



If necessary - for a cleanout situation, closure plan, or other "budgetary emergency" without any funds for CRT cleanout, ARI/Good Point Recycling knows how to arrange for overseas recycling of electronics, free of charge. **We do not recommend this** as a practice – it undermines the economy of scale we are all cooperatively supporting, and there is no guarantee that material will be recycled in a safe manner. But if it absolutely is going to happen, you should avoid simple brokers. We have been to Asia, and can at least direct the material to the lesser of evils. While many recyclers we visited in Guangdong operated below USA standards, they were not all equal. We will follow EPA and international standards (prior notification of importing country officials, truthful bill of lading, no contraband materials). By Policy, ARI/Good Point Recycling will take no profit from these transactions – any retained earnings will be deposited into a reserve recycling fund.

Free direct exports in case of emergency. (Photo shows baled plastic headed for Asia, no CRTs).

7) Expertise



Photo: 2002 China WEEE Recycling Conference, Guangdong Province

We advise NEPSI, EPA (Washington), Electronics Recyclers, IAER, Chinese EPA, Goodwill Industries International, Electronics Industries Alliance, state and local governments, on the technical legal obligations and insurance liabilities of handling leaded glass CRTs. For example, if the CRTs are being called a "commodity" (a non-waste, governed by OSHA HW regulations but not RCRA), they must be handled as a commodity – not dumped in a roll-off container outdoors. On the other hand, if the monitor is labeled a universal waste before it has been tested, this could limit the repair and resale options to Universal Waste handlers.

International laws, such as Basel Convention, may govern where your material can be legally sent. We perform due diligence on all of our markets, keep careful records, and don't play games with TCLP material you are the generator of.

8) Social/Environmental Benefits



While Good Point Recycling is not a 501-c3 charity, our by-laws are structured as a not-for-profit. We have set up Job Training programs at several institutions, winning DET grants to giving employees the job skills they need to move up from dismantling to repair. We work closely with **re-use** charities which resell tested/repaired items, or donate items to Digital Divide organizations. We are contributing members to several environmental and social organizations, and our principles serve on many boards. We hope to do well, we promise to do good.

Yadji Moussa will learn the names and functions of the parts he disassembles under an employment training grant.

9) Integrity



CRT recycling is a new field, and many service providers are learning as they go. There are many flash-in-the-pan options to pursue, there are many naïve investors who believe that shipments of broken TVs sent to China are all being repaired. We take the long view: recycling cannot be too expensive, or volumes will never achieve the scale of investment our nation needs. But to build an infrastructure, those volumes must be handled in the USA. There are no free lunches. Our clients trust us to find the most affordable of the best available markets. "As a former state director of recycling, co-executive director of a non-profit organization, and former VP of the region's largest TV recycling company, my reputation is on every invoice, every work order, and every load."

10) Flexibility



We are a small, intensely focused organization, which will be willing to listen, to answer your questions, and to tailor programs to meet your individual needs. We can handle **textiles, shoes, and other reuse items** saving you storage space. The programs described above were outcomes of employee, client, and environmental needs. By responding to your special circumstances, we are developing creative solutions which will someday apply to others.

"My CDL earned me more than my MBA, and was a lot more fun..."

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