July 19, 2007

Carts Innovate Recycling Collection

- High Collection Productivity-Single Stream

- No Blowing or Wet Paper

- Increase diversion since overflow from small bins no longer goes into the Garbage

- Allow collection of additional materials

- Ease of use increases participation

- Larger Carts allow less frequent collection (Bi-Weekly or even Monthly)

- Virtually eliminate Workers Comp Injuries

Consumer Considerations

- Container is large enough to hold all recyclables

- Container is easy to Tilt and Roll when loaded

- Container's appearance at the home

- Fits the available storage space

- Container Durability

- Perceived value of the containers as part of the

program and the fees the user pays

- Appearance of the City/County streets on set out day

Recycling Collector Considerations

- Correct Container Size(s) - 20, 32, 48, 64 or 96 gallons

- Compatibility with current and future collection equipment

- Program image is tied to the container's appearance

- User educational markings increase diversion and reduce contamination

- User satisfaction - the container is the user's connection to the program

- Cost to assemble, store and deliver containers

- Lifecycle cost = Purchase Price + Maintenance Parts & Labor

User Educational Markings

LID HOT STAMP

ADHESIVE LABEL

MOLDED-IN LID GRAPHIC

Cart Lifecycle Cost

- Purchase prices vary by a few dollars

- Failure rate drives maintenance cost

    - 10 Year warranty covers parts

    - Cost of non-warranty parts

    - Estimated labor cost per service call is $15+

- Replacement Cost - do the carts selected last 10 years or 15 to 20 years?

- Political Costs - Poor cart durability reflects negatively on the program due to high number of complaints

Replacement Cost/Lifespan

- Proven Field Durability of Rotationally Molded Toter Carts:

    - Washington, D.C. "Supercans" 1982 to 2001
    - Arlington County, VA easily 1980's to Present
    - High Point, NC - 1980 to Present
    - Columbia, SC - 1980 to Present
    - Pasadena, CA - 1987 to Present

- Historical failure rate of 0.2% per year (2 carts per thousand)

Not All Carts are Commodities

- Commodity - "A mass produced, unspecialized product."
- Injection Molded Carts - Same Injection Molding Process, part designs, and same HDPE material
- Advanced Rotationally Molded Toters
  - Stress Free Rotational Molding
  - High Strength MDPE
  - Attractive, functional "Granite" colors
  - Patented "Rugged Rim™"

Toter®
The World's Toughest Carts™

Not All Carts are Commodities

- Advanced Rotationally Molded Toters

  - Molded-In, Leakproof stop bar bearings

  - Nestable when Fully Assembled to save Delivery Cost

  - Ergonomic axle placement for easiest tilting/rolling

  - Innovative 48 gallon cart

Material Performance Advantage:

	Environmental Stress Crack Resistance (ESCR)	Elongation at Yield
Medium Density* LL-8400 Rotational Molding	500 Hours	765%
High Density* HD-6605 Injection Molding	17 Hours	19%

Source: Exxon Mobil

*Density Difference is 0.9%

Washington, D.C.

- Single Stream Semi-Automated Collection

- Municipal Service

- 32 Gallon Carts

- Weekly Service

- Replaced Contracted Service with

Manual Bins

- Rolled out 110,000 Carts in 2005

- Average Diversion Rate is 18%

Toter®
The World's Toughest Carts™

Wake Forest, NC

- Single Stream Fully Automated Collection
- Private Contractor-Republic
- 48 Gallon Carts
- Weekly Service
- Rolled out 7500 carts in 2005
- Participation up from 50% to 97%
- Diversion Rate has doubled

Newport News, VA

- Single Stream Fully Automated Collection

- Private Contractor-Tidewater Fibers

- 64 Gallon Carts with 110º Lids

- Bi-Weekly Set Out

- Rolled Out 40,000 Carts in 2003

Toter®
The World's Toughest Carts™

Metro Nashville

- Single Stream Fully Automated Collection
- Municipal Service
- 96 Gallon Carts
- Service once every 4 weeks
- Voluntary Participation
- Rolled out 112,000 carts in 2002
- Contracted Maintenance Repairs

Average 228 Carts per year = 0.2%

Toter®
The World's Toughest Carts™

THANK YOU!

TO OUR MANY LONG TIME CUSTOMERS WHO ARE MEMBERS OF THE COUNCIL OF GOVERNMENTS

WASHINGTON, D.C.

COLLEGE PARK

ROCKVILLE

MONTGOMERY COUNTY

FREDERICK

ALEXANDRIA

ARLINGTON COUNTY

FAIRFAX COUNTY