ADDRESSING AND OVERCOMING ECONOMIC OBSTACLES IN THE RECYCLING INDUSTRY

Lincoln Young
Economics of Recycling
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**THE DOWN**
- OCC is down.
- Plastic is down or at a cost.
- Metal is down.

**THE UP**
- Labor cost
- Fuel
- Equipment
Distinguishing Factors

OPERATIONS
LOGISTICS
END PRODUCT QUALITY
FOCUS - THE #1 ELEMENT OF SUCCESS
What is the one thing driving our business, what are we doing to drive it further?

Is doing that “thing” going to lead to things you really want and need to get done?

Why are we doing what we’re doing?
FOCUS

IF EVERYTHING IS IMPORTANT, NOTHING IS

NEED TO SPEND TIME ON

HAVE TO SPEND TIME ON

LEAST AMOUNT OF TIME

NO

NO

NO

NO

NO

NO
WOOD RECYCLING

SHINGLE GRINDING

OTHER RECYCLABLES

NO

OCC

GLASS

MIXED LOADS

WINDSHIELD GLASS

Revenue
$60/ton

Cost
$75/ton
Distinguishing Factors

FOCUSED OPERATIONS
LOGISTICS
END PRODUCT QUALITY
LOGISTICS

Problem:
Driver Shortage
Fuel Cost

LOGISTICS HAVE TO BE SMART
Distinguishing Factors

FOCUSED OPERATIONS
SMART LOGISTICS
PERFECT QUALITY
How do we change??

FOCUSED OPERATIONS
STRATEGIC LOCATIONS
PLANNED PARTNERSHIPS
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