

HSC EPS RECYCLING

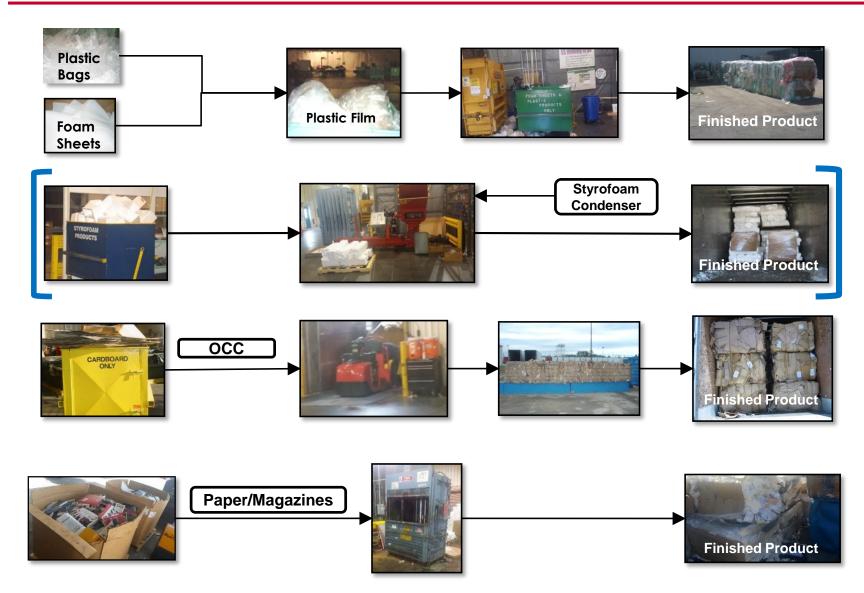
Managing Materials That Are the Last in Your Zero Landfill Process

HSC's Styrofoam Compactor











Collection





Compaction





Shipping







Cost Avoidance vs Cost Savings vs ROI vs The Unknown

ITEM	CATERGORY	RESULTS
Cost Savings	Reduction in transportation cost of compacted foam material vs loose foam material.	90% Reduction
Cost Savings	Reduction in labor/manpower of managing loose foam material vs compacted foam material.	60% Reduction



Cost Avoidance vs Cost Savings vs ROI vs The Unknown

ITEM	CATERGORY	RESULTS
Cost Avoidance	Eliminated disposal cost for loose foam material.	100% Reduction
Cost Avoidance	Decreased resources needed to manage compacted foam vs loose foam (shrink wrap, pallets, PIT's, etc.).	70% Reduction



Cost Avoidance vs Cost Savings vs ROI vs The Unknown

ITEM	CATERGORY	RESULTS
Unknown	Increased maintenance cost on Styrofoam compaction unit.	12% Increase vs Original Budget
Unknown	Increased time and resources for constant training on compaction unit for waste contractors.	3% Increase vs Original Budget
Unknown	Consistently increasing volume of foam facility-wide due to new business and other unknowns, such as packaging changes.	3% Increase In Labor vs Original Budget



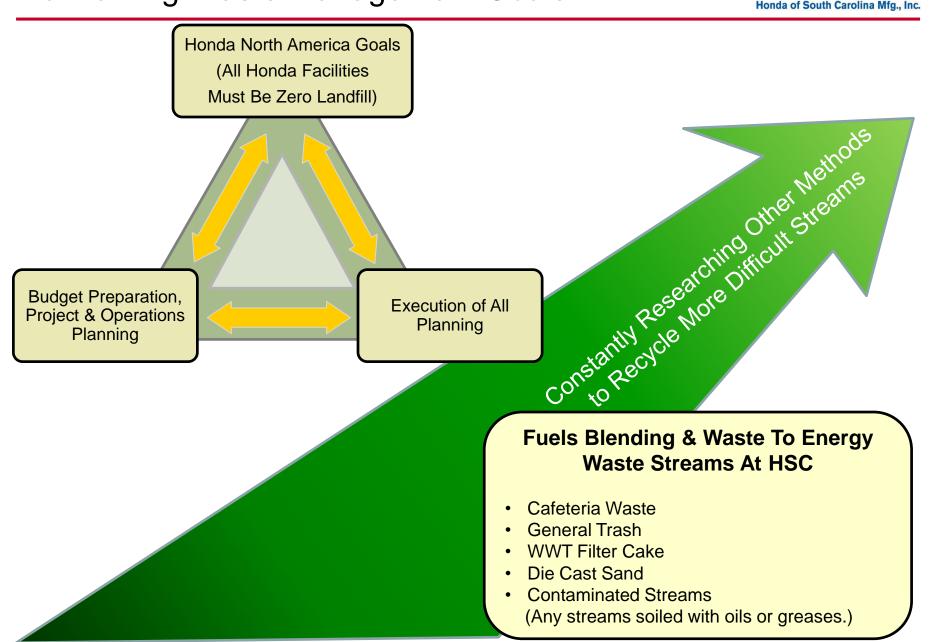
Cost Avoidance vs Cost Savings vs ROI vs The Unknown

ITEM	CATERGORY	RESULTS
ROI	Rebates gained from the sale of EPS blocks sold within the recycling market.	The Equipment Paid for Itself Within 2 Years!

Rebates, cost avoidance and cost savings adds to the overall ROI. It makes the equipment pay for itself much faster.

Maintaining Waste Management Goals





Summary



- There are always challenges to maintain an effective waste management/ recycling program. Factors such as cost, manpower, required resources, training, support, and overall buy-in are all components that have to be balanced. These factors determine whether your program will be inferior or excellent. As the administrator and leader of your programs, it is important to set and hold the direction. As challenging as it may seem during implementation, consistency in driving and maintaining your programs will work.
- EPS recycling is HSC's newest recycling stream. We constantly learn more efficient methods of managing our program from both daily internal challenges and external benchmarking. It's a collaborative venture where all members of our team want to succeed. That's the difference in being successful with this program, all parties want this to work, regardless of the initial difficulties.

END