



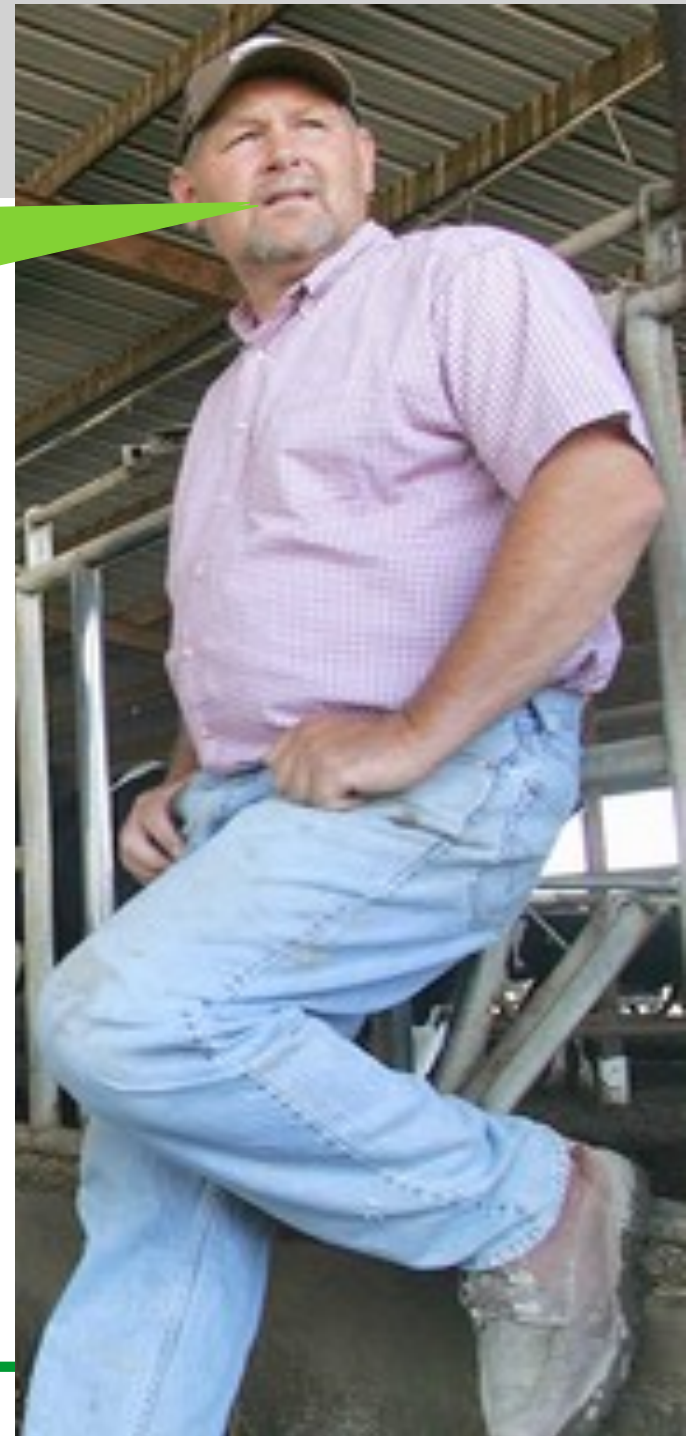
Industry Participation in State Mini-Bulk Recycling Programs

- Support for State Collection Programs
- Engagement of All involved Parties

TPSA, Boise, ID – Feb. 2012



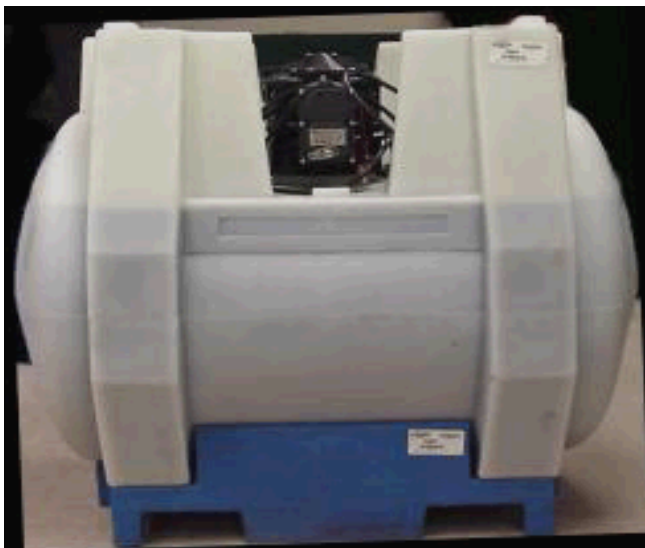
You don't mind helping me with a few old tanks do you ?.....





These containers have value at the end of their service life, but environmentally responsible recycling is not always Free!

Syngenta's cost to recycle an asset tank is in excess of \$ 100

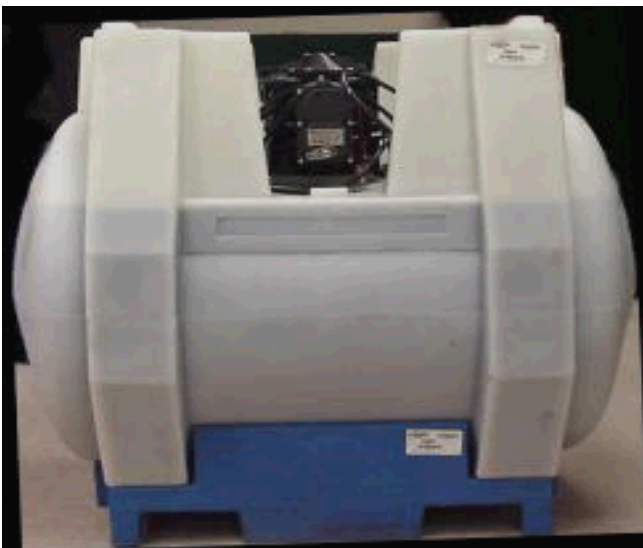


ACRC Member Company Contacts for Planning and Conducting Mini-bulk Recycling Programs

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State collection programs
provide a way to reduce the
cost of recycling.

Win – Win - Win



Consolidation of multiple registrant's tanks and multiple retail locations drive efficiency in logistics and processing.

Financial participation by retailers provides funding for tanks that can not be assigned to a sponsoring registrant.



State Collection Programs

In 2010 we estimated that there could be as many as 500,000 obsolete tanks that would need recycling.

Initial evaluation of state collections is typically 2 – 3 x the actual collection volumes.

Soon after the conclusion of a 2011 state program a dealer requested assistance in recycling 400+ mini-bulks.

Last year there were state collection programs in mid-west states that collected less than 1000 tanks.

State Collection Programs

Why are we not collecting more tanks in these programs?

- Is our view of the need for tank recycling wrong?
- Are low cost recycle brokers “buying” tanks?
- Is this a timing issue?
- Do we need to do a better job of promoting the programs?
- Does the participation fee, and the requirement to clean tanks reduce participation?