

**INNOVATIVE RECYCLING  
MANAGEMENT SOLUTIONS**



# **National Organic Landfill Diversion Rollout for Major Retail Chain**

**December 14, 2010**

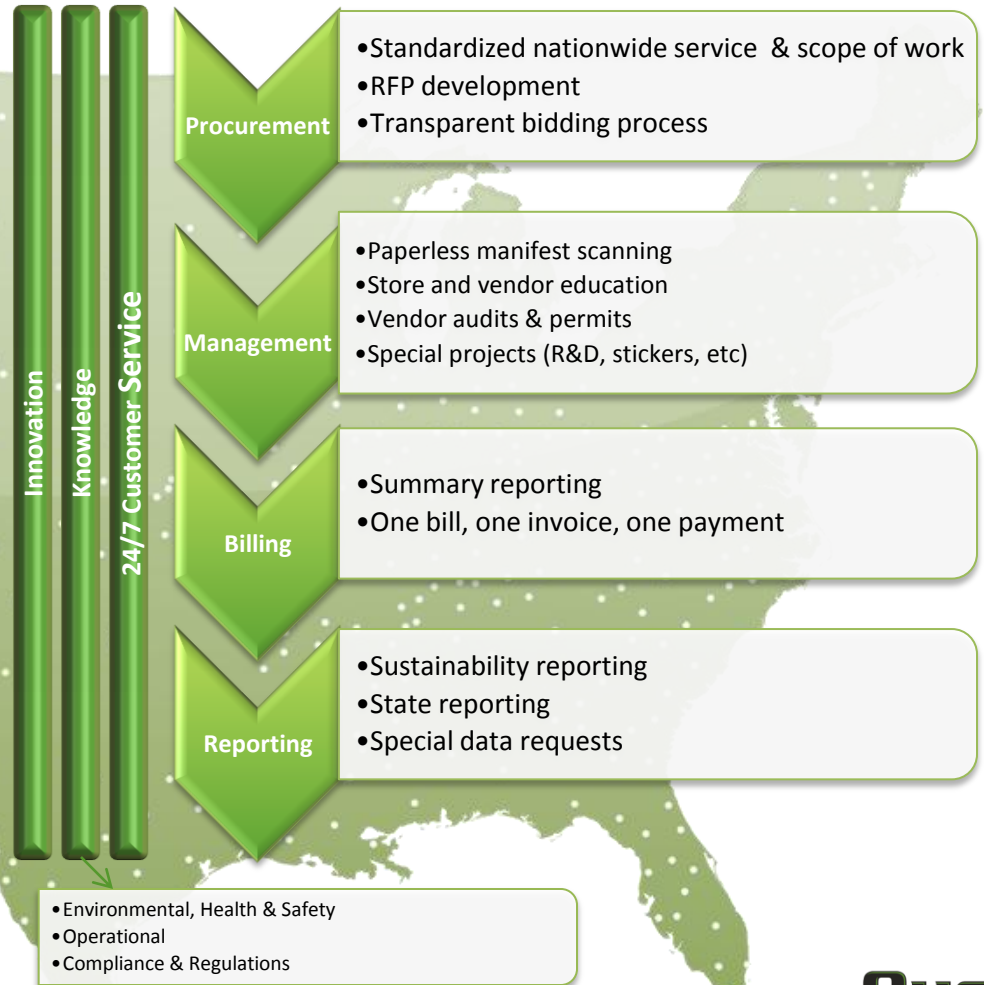
**Quest**  
RECYCLING SERVICES, L.L.C.

# OUR SOLUTION

Quest Recycling Services is a sustainability management company designed to consolidate our customers recycling efforts.

## Quick Facts:

- Headquarters – Frisco, TX (Dallas)
- 7500 customer locations nationwide
- Core offerings
  - Automotive Waste
  - Yellow Grease/Cooking Oil
  - Meat Rendering
  - Organics



# NATIONAL ORGANIC ROLLOUT

1. Program Overview

2. Rollout

- Opportunities

3. Program Execution

- National and State Statistics

4. Future Infrastructure Roadmap

# PROGRAM OVERVIEW

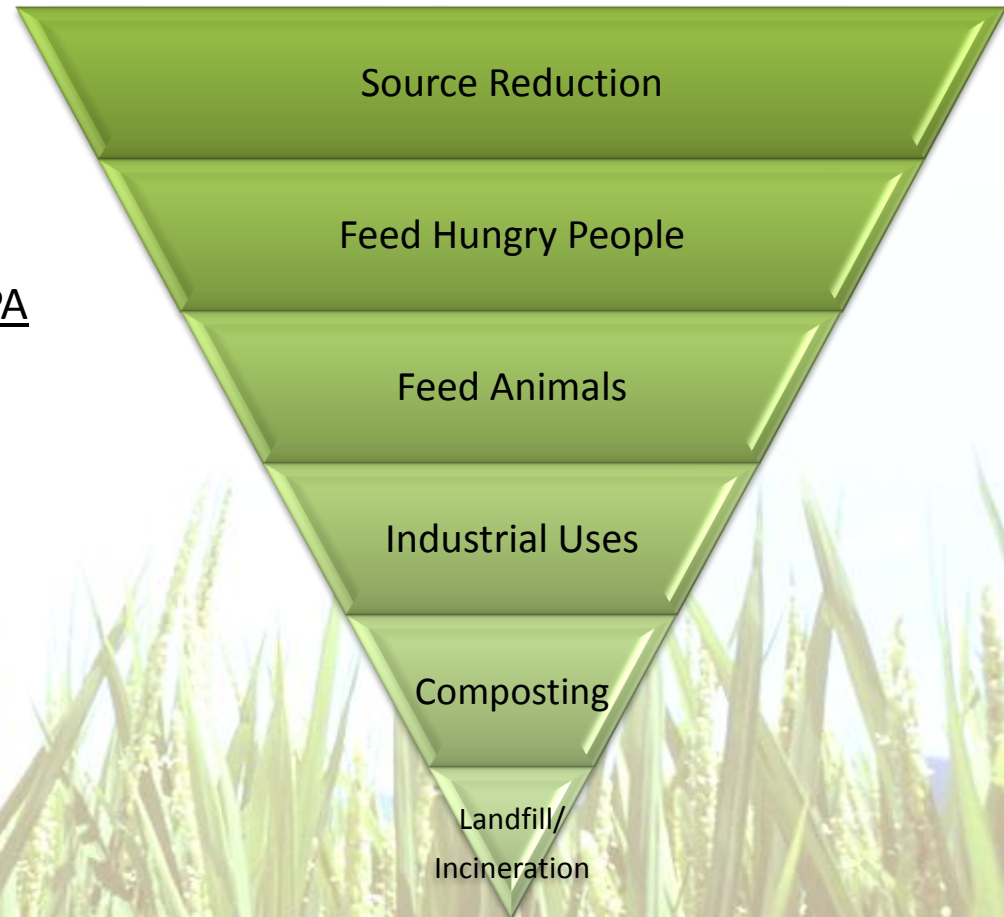
## Program Evolves Around 3-R's

- Ordering controls
- Feeding America
- Sustainable Selections Program

## Focused on the a modified EPA Food Waste Hierarchy

- 3500 plus locations
- One year implementation and rollout
- Includes the following:
  - Produce
  - Bakery
  - Deli
  - Dairy

## EPA Food Waste Hierarchy



# ROLLOUT



## QUEST 12 MONTH IMPLEMENTATION SCHEDULE

### State

CA  
WA/ID  
AZ/UT/NM/NV  
ND/SD/WY/CO/MT  
NE/KS/TX/OK  
MN/WI/IA/AR/MO/IL/  
OH/MI/IN/PA  
KY/WV/TN/GA/NC  
Remaining Northeastern States  
AL/MS/FL/LA

### Implementation Date

September 2009  
October 2009  
November 2009  
December 2009  
January 2010  
March 2010  
April 2010  
May 2010  
July 2010  
August 2010

# ROLLOUT - CHALLENGES

Planning, implementation and execution of a broad geographic area has posed many opportunities from a regulatory point of view.

These opportunities are:

- Flow Control and Franchise Agreements
- Broad Variances of End User Governance
- Communication and Program Approval From All Levels of State and Local Regulatory Networks

# ROLLOUT - CHALLENGES

## CHOOSING CORRECT SERVICE EQUIPMENT



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# ROLLOUT - CHALLENGES

## NATURE AND STORE EXECUTION

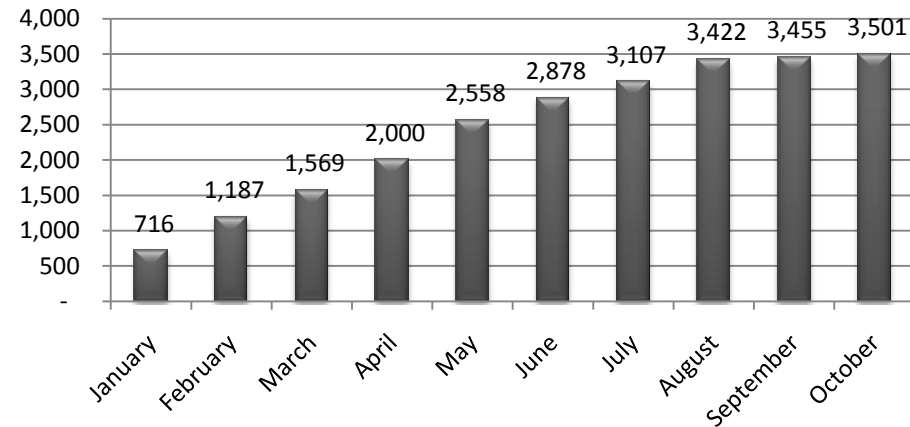


# PROJECT EXECUTION – STATISTICS

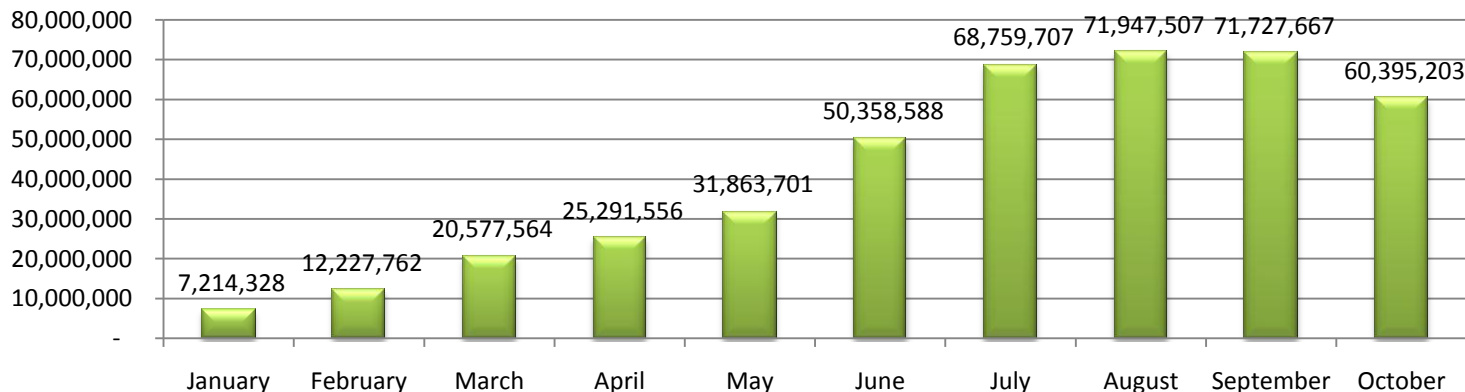
## National

The organic program rolled out across the US throughout 2010 with completion in October.

Number of Sites  
By Month



Monthly Organics Volumes  
Year to Date  
In Pounds

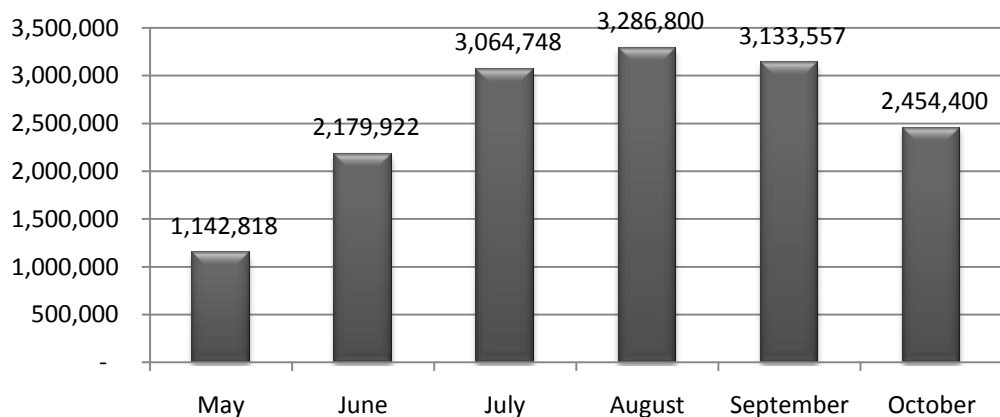


# PROJECT EXECUTION – STATISTICS

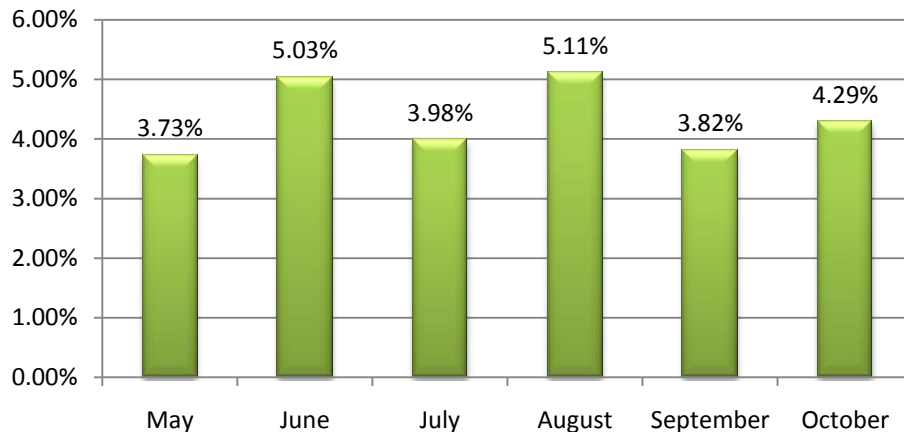
## North Carolina

The organic program was implemented across the state in May 2010 in 145 locations, representing 4% of the total locations across the nation.

**Monthly Organics Volumes  
Year to Date  
In Pounds**



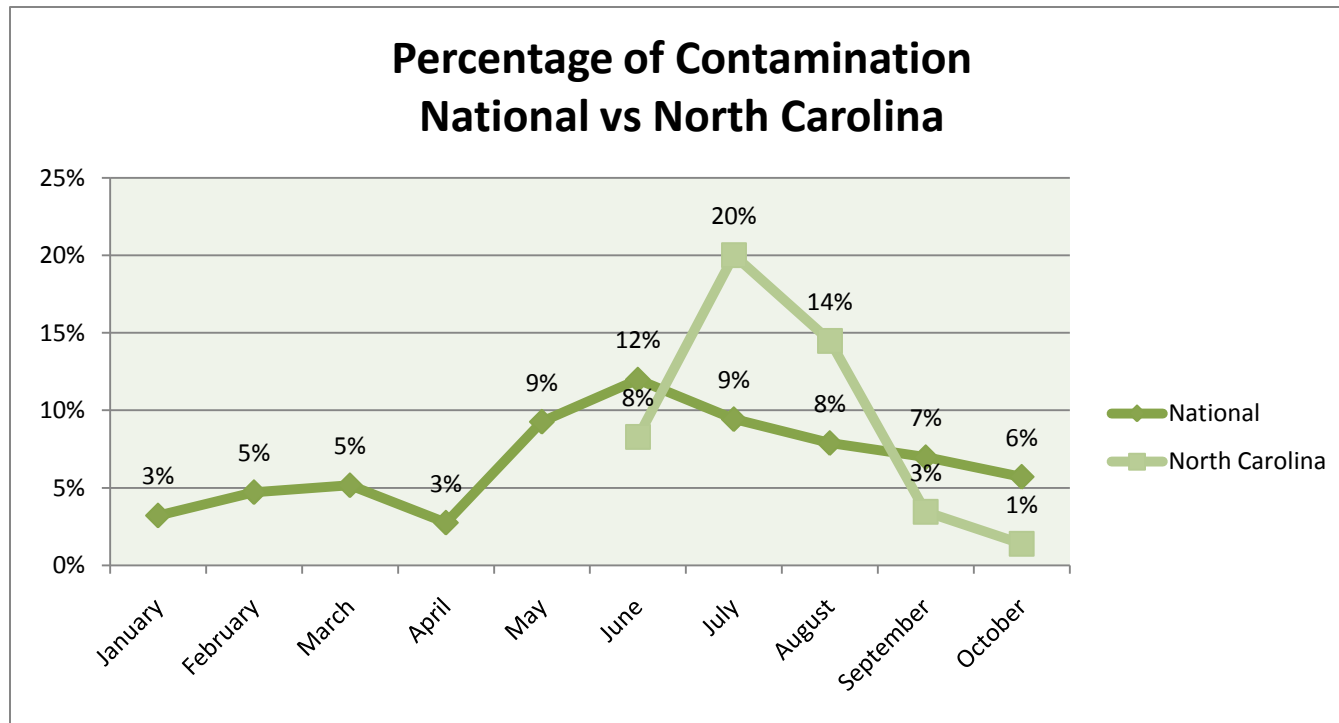
**North Carolina Volume  
as a Percentage of National Volume**



# PROJECT EXECUTION – STATISTICS

## Contamination

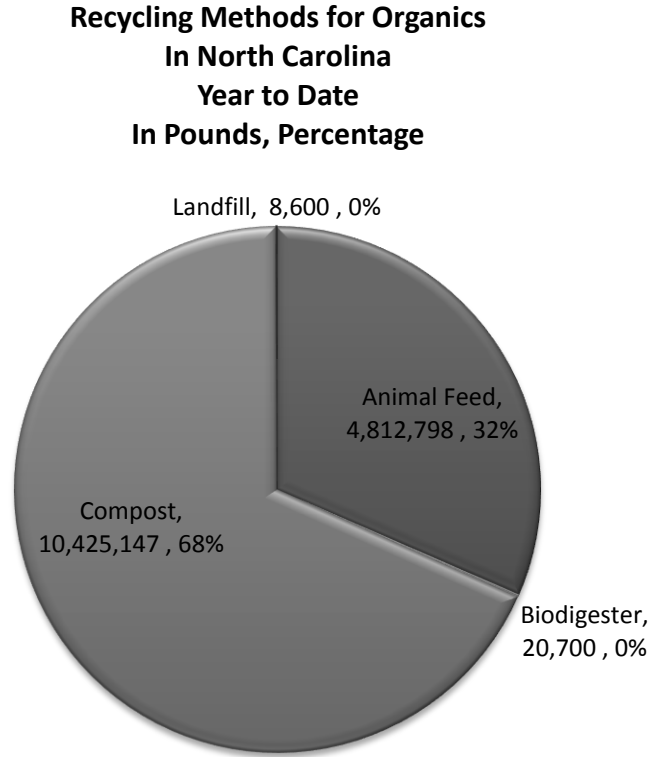
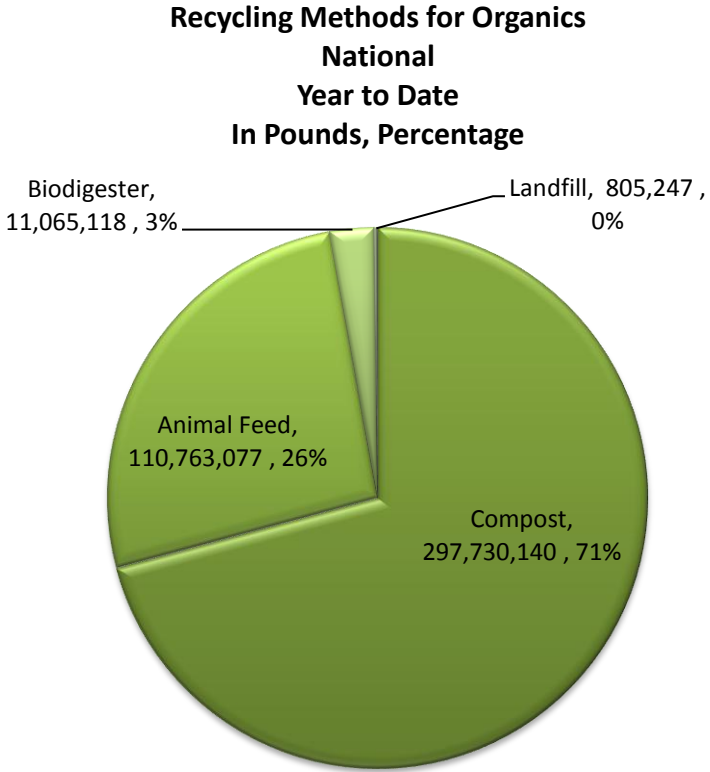
The number of stores reporting contaminations peaked as the program rolled out; however, continually decreases as each store become more and more educated.



# PROJECT EXECUTION – STATISTICS

## Sustainability

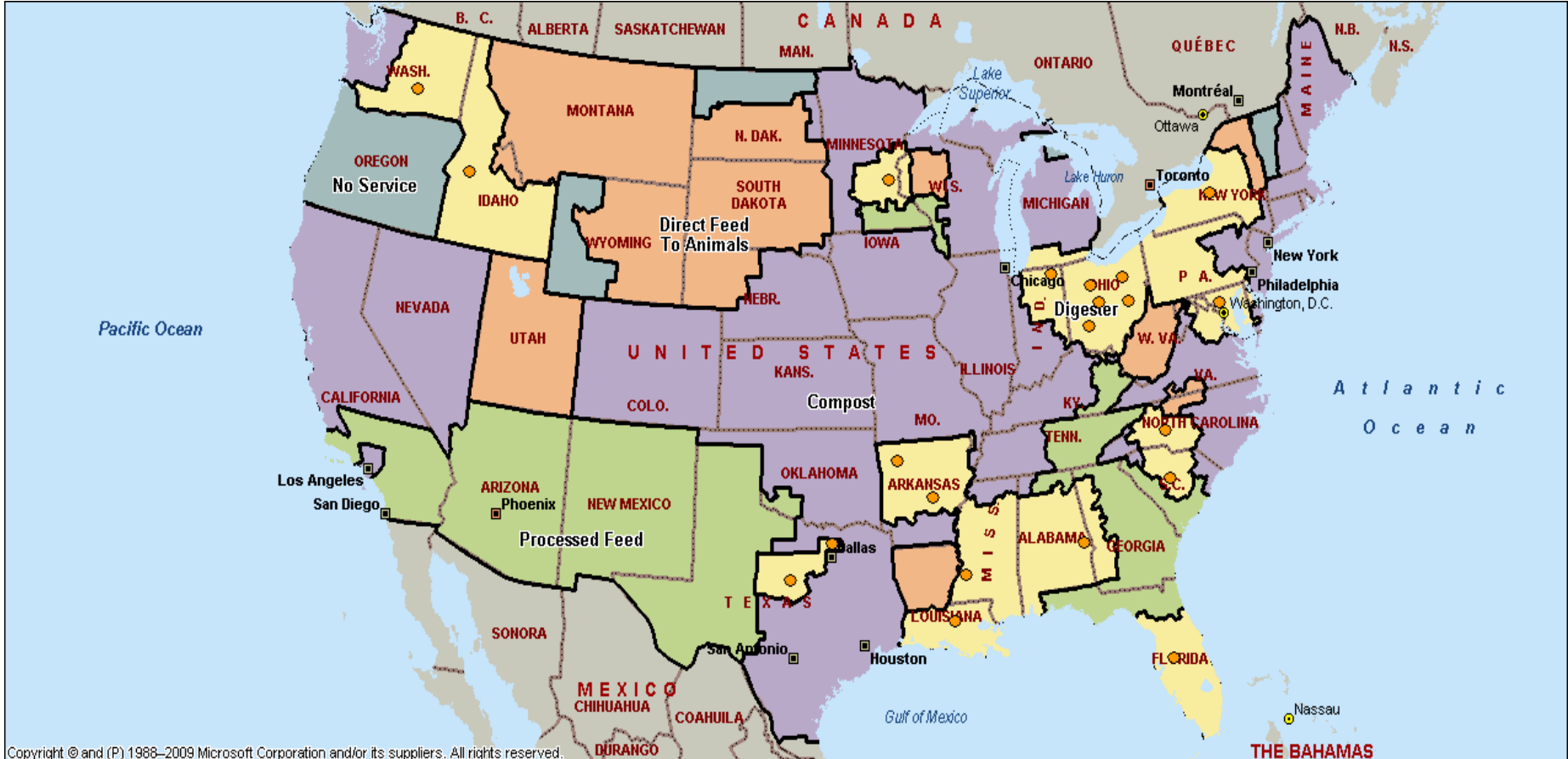
Recycling methods in North Carolina closely mirror those used throughout the nation.





# MOVING FORWARD

## 18 MONTH FORECASTED US USAGE MAP

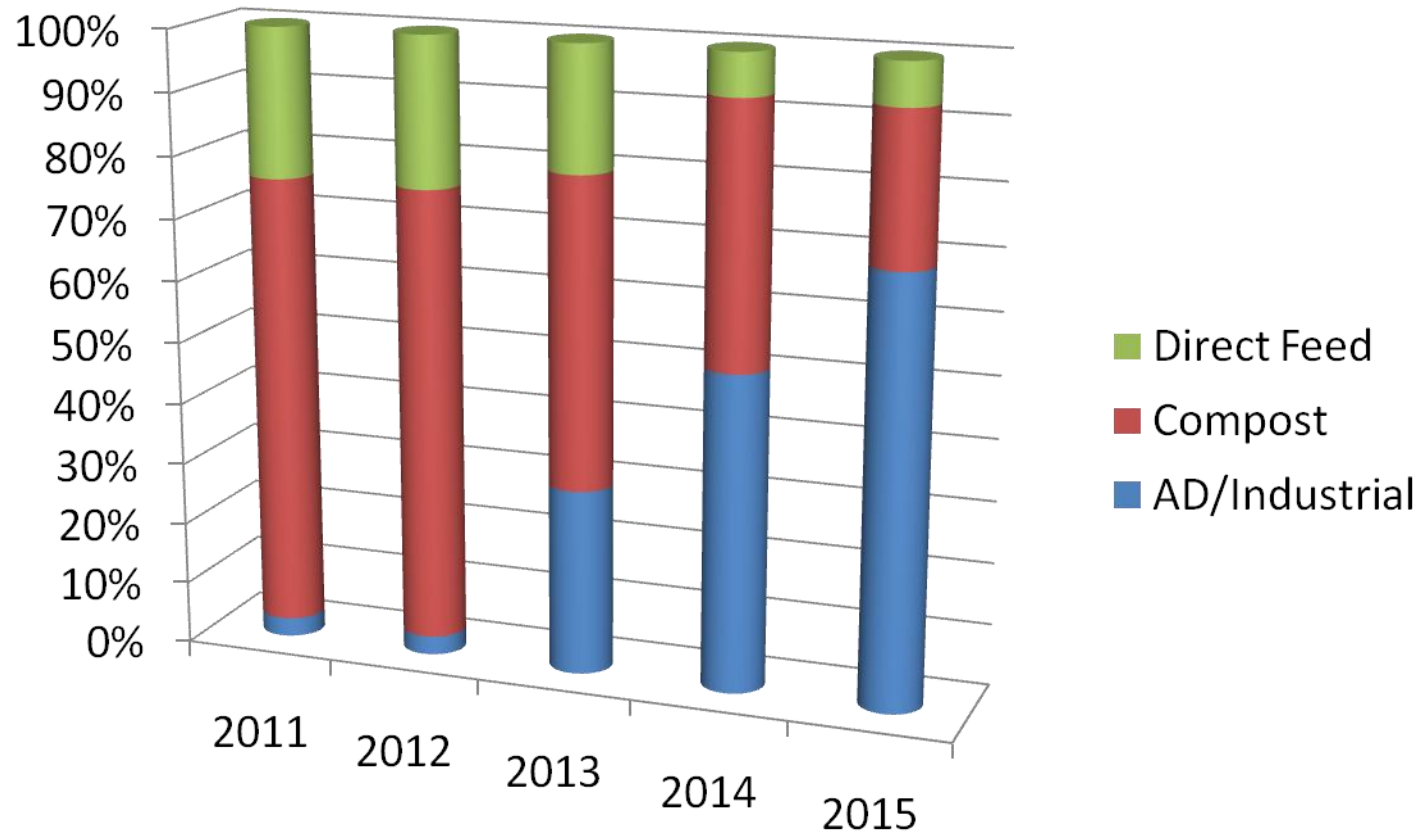


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# MOVING FORWARD

## BREAK DOWN OF END USER 5-YEAR GOAL



# LESSONS LEARNED

- **COLLECTION METHODOLOGY**
- **CONTAINER DESIGN**
- **PEST/VECTOR CONTROL**
- **ODORS**
- **FLOW CONTROL AND FRANCHISE AGREEMENTS**
- **TRAINING**
- **TOP DOWN SUPPORT**
- **CONTAMINATION**
- **STATE REGULATION DIFFERENCES**
- **RECYCLING VS SOLID WASTE DEFINITION**

# INNOVATIVE RECYCLING MANAGEMENT SOLUTIONS



## QUESTIONS ????

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