

Selecting an Electronics Recycler and Improving Electronics Recycling Programs



Jason Linnell, Executive Director
National Center for Electronics Recycling



ABOUT US

National Center for Electronics Recycling:

- ❑ Non-profit 501c3, est. 2005
- ❑ Located in Parkersburg, WV
- ❑ Involved in Federal, State & Association Projects
- ❑ Conduct Research, Run Collection Programs
- ❑ Partner with NERC on Electronics Recycling Coordination Clearinghouse
- ❑ Manage Oregon State Contractor Program
- ❑ Our Mission: Dedicated to the development and enhancement of a national infrastructure for the recycling of used electronics in the U.S.

OVERVIEW

- ❑ **Selecting a recycler – recent Guidebook report**
- ❑ **Collection Site Best Practices**
- ❑ **NCER Data- Quick overview of state laws**
- ❑ **Activities in WV**

SELECTING A RECYCLER

- ❑ **Electronics recyclers have changed significantly in last 10 years**
- ❑ **Industry more formalized, mergers for bigger companies**
 - Less “wild west” and exporting
- ❑ **More state mandates, manufacturer programs**
- ❑ **AND – 3rd Party Certification: R2 and e-Stewards available since 2010**

LOCAL GOVERNMENT AS COLLECTOR

- ❑ **Local governments have used a variety of methods to procure electronics recycling services.**
 - Local recycler presence and past working relationships
 - Competitive RFP process
- ❑ **New options in the last few years, even in states with no laws**
 - Manufacturer voluntary networks – MRM, RLGA, Samsung, LG, MITS, others

RECENT GUIDEBOOK: MN, BUT BROADER

- ❑ **MPCA Grant, purpose to inform collectors about best practices designed to:**
 - Lead to greater efficiency
 - Encourage use of ESM standards
- ❑ **To help create more cost-effective collection programs through:**
 - The development of well-crafted Requests for Proposal (RFPs), and subsequent successful contracts
 - The promotion of local government collaboration

At :

<http://www.electronicsrecycling.org/public/ContentPage.aspx?pageid=155>

BEFORE OFFERING PROGRAM

□ Ask These Questions First:

- What collection site options are already available?
 - Check greenergadgets.org – over 150 OH locations
- Better off in not offering a collection program?
- Who can I partner with?
- Who/what will support the program financially?
- What costs are anticipated?
- What are the historical collection volumes?

RULES OF SUCCESS

❑ **Develop/Circulate RFP to Area Recyclers**

- Contact state, NCER or visit certification program websites for a list of registered electronics recyclers.

❑ **Ask Questions!**

- Are you certified to any particular standard?
 - Get the certificate! “Following the standard” not valid
- Which manufacturers/groups are you contracted with?
Is there a pound limitation?
- Data destruction practices?
- Past violations? Export policies

PRICE REDUCTION STRATEGIES

- ❑ **Local Government Collaboration/Volume**
 - More Volume = Better Prices
 - Combined Shipments Lead to Lower Transport Costs
- ❑ **Competitive RFP – Find the Best Fit**
 - Be Clear & Detailed; Strong Cancellation Clauses
 - Manufacturer Relationship? Find Out!
- ❑ **Direct Residents to Private Sector Collectors**

DEVELOPING AN RFP

□ Elements of an RFP (examples)

- A detailed program description
- Insurance requirements
- Proof of R2 or e-Steward Certification
 - <http://www.r2solutions.org/> or <http://e-stewards.org/>
- Listing of downstream vendors, their certifications or audits. Particularly CRTs!
- Adequate financial assurance for closure and clean-up of any recycling operations under the program.

DEVELOPING AN RFP

□ Elements of an RFP

- Performance bond
- Ability to provide proof of destruction
- Pricing by net pound, indication of transportation costs, and labor costs
- Desired proposal format, including a standardized price worksheet
- References

DEVELOPING AN RFP

❑ RFP Goals

- Difficult to completely eliminate risk of recycler cutting off service mid-contract due various factors
 - In some cases, for collecting too much!
- However, **RFPs and contracts should include strong cancellation clauses that protect the collector from sudden cutoff of services.**
- ❑ **Which proposal has the lowest overall rate can sometimes be difficult to determine.**
- ❑ **A helpful resource for evaluating recycler pricing is [NCER's Evaluation Tool](#).**

OTHER TIPS IN EVALUATING RECYCLERS

- ❑ **Look for red flags – like “EPA Certified”**
 - to a lesser extent “No export, no landfill”
 - Unwillingness to allow site visit
 - Claiming certification, but not on R2 or e-Stewards sites
 - Free services(particularly if taking CRTs) , unless part of manufacturer/group program with verification
 - Won't provide downstream vendors for confidentiality

ERCC Electronics
Recycling
Coordination
Clearinghouse



COLLECTION SITE BEST PRACTICES

ERCC COLLECTION SITE BEST PRACTICES

- ✘ *Available online as a resource –*
www.ecycleclearinghouse.org
- ✘ *Best Management Practices* intended for collection sites accepting electronics from covered entities under state electronics recycling laws
- ✘ May also be used by collection sites outside of state programs

COLLECTOR BEST PRACTICES MAJOR SECTIONS

❑ Compliance

❑ Disposal: No landfilling/incineration

❑ On-site Practices

- Enclosed storage! Nothing left outside
- Staffing, training
- Safe stacking and wrapping procedures by product type

❑ Data and reporting

COLLECTOR BEST PRACTICES MAJOR SECTIONS

❑ Compliance

❑ Disposal: No landfilling/incineration

❑ On-site Practices

- Enclosed storage! Nothing left outside
- Staffing, training
- Safe stacking and wrapping procedures by product type

❑ Data and reporting

COLLECTOR BEST PRACTICES

Downstream

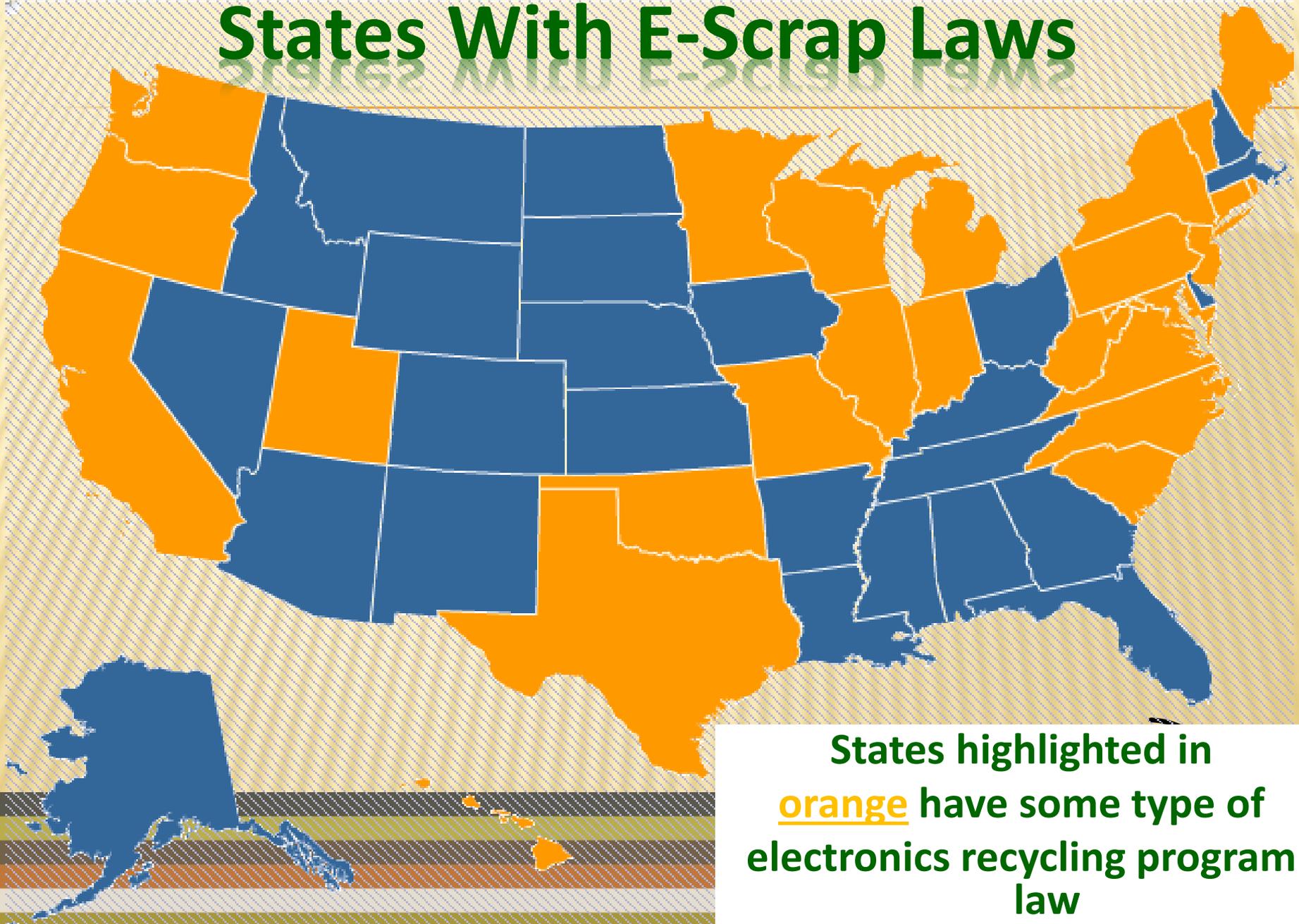
- ❑ Only send electronics to R2 or e-Steward certified recyclers
- ❑ Send all electronics to certified recycler or authorized consolidator *without diverting* any quantities or types of electronics to other vendors, brokers, recyclers, or other entities



WHERE DO WE STAND WITH E-SCRAP LAWS?

- ❑ **1/2 the States have passed legislation**
- ❑ **Reached a plateau?**
- ❑ **Positives:**
 - more collection (including voluntary)
 - better recycling
- ❑ **Challenges:**
 - true patchwork of approaches
 - confusion for stakeholders
 - ensuring environmentally sound recycling
 - markets for difficult materials

States With E-Scrap Laws



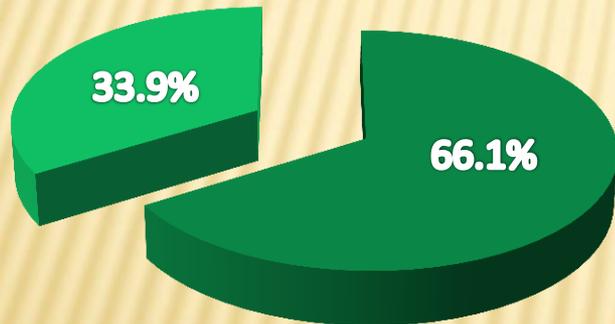
States highlighted in orange have some type of electronics recycling program law

Stuck on 25 since 2011

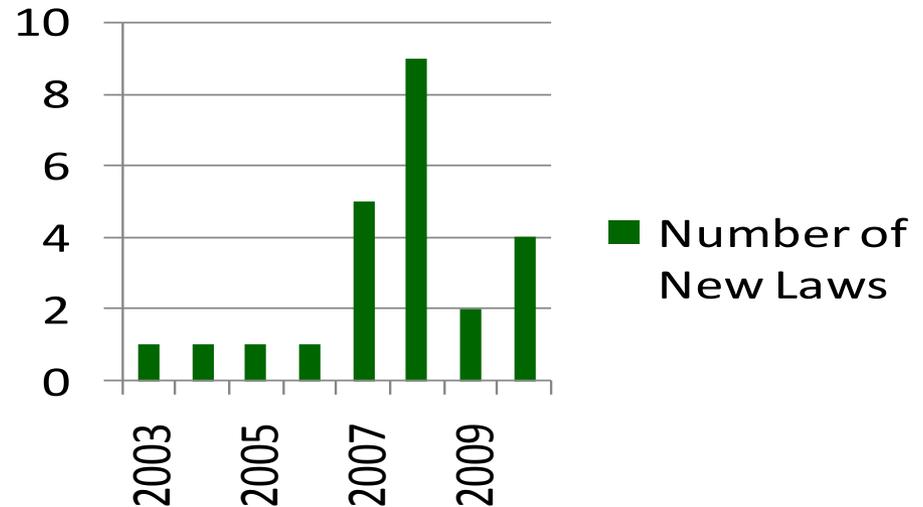
- 2003: California
- 2004: Maine
- 2005: Maryland
- 2006: Washington
- 2007: Connecticut, Minnesota, Oregon, Texas, North Carolina

- 2008*: New Jersey, Oklahoma, Virginia, W. Virginia, Missouri, Hawaii, Rhode Island, Illinois, Michigan
- 2009: Indiana, Wisconsin
- 2010: Vermont, South Carolina, New York, Pennsylvania
- 2011: Utah
- 2012: (CO – not program law)

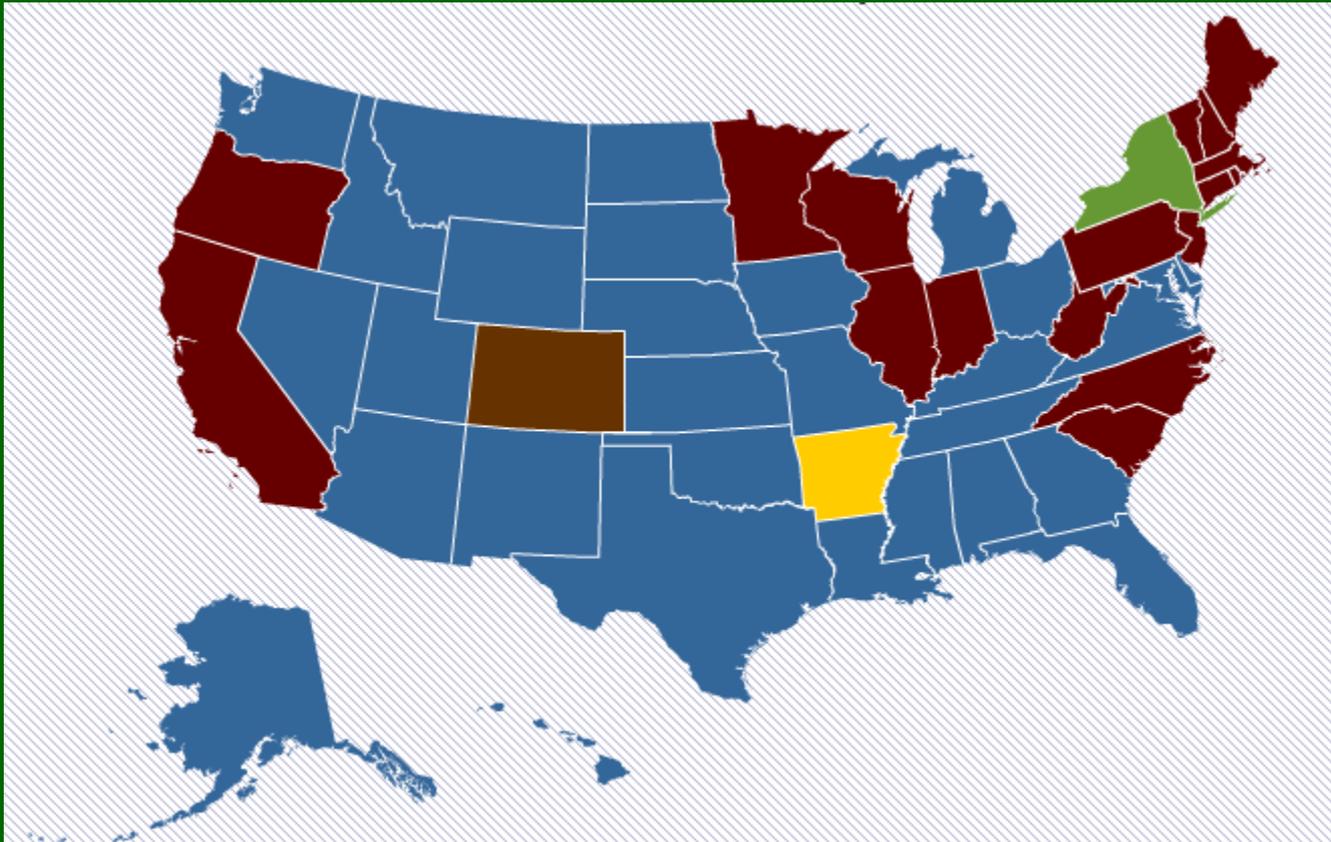
Percentage of Population Covered by E-Scrap (Program) Law



Number of New Laws



States With Landfill Bans (household) One or More Electronic Devices



NOT all Program Law States Have Bans! And Vice Versa
Red - have active landfill bans; Yellow – not in effect
Green (NY) - has a staged ban partially in effect.

NCER ACTIVITIES IN WV

- ❑ **Previously managed WV-wide grants, series of events with media outreach**
- ❑ **Currently assist in recycler selection for WV counties, expanding to other states in region**
 - Familiar with major recyclers, approx. costs in area
- ❑ **NCER can take knowledge from national research, other state programs and apply**
 - Expertise in consumer education, recycler practices, managing events, advertising and network of collection sites

THANK YOU!

□ **Jason Linnell**

304-699-1008

jlinnell@electronicsrecycling.org