E-Waste Market Trends

Obstacles, Markets & Trends

eCycleSecure

- Founded in 1995
- Served on the R2 Drafting Board
- Serving all Business Segments
  - OEM EPR Take-Back
  - Local & Federal Govt.
  - Retail Returns
  - Corporate & Industrial
- Certified to ISO 14001, ISO 9001 & R2
Market Factors

Why am I paying to recycle e-waste?

- Commodity Markets
  - Ferrous, Copper, Gold, Oil
- Third World TV Demand
- Landfill Bans
- Packaging & Handling
- Lobbyists & Legislation

Market Factors

Commodities Markets

- The recession sent manufacturing off the cliff
  - Steel, Copper, AL, etc.
- Gold stabilized high value IT
  - But not enough “good stuff” being recycled
- Oil sent freight costs up
  - No e-waste recyclers next door
- No new CRT televisions
  - LCDs cheaper to make
  - Smelters cut production by 75%
  - Glass supply UP 200%
Market Factors

• Single-Vendor NO COST State Contract
  ◦ Fine when mostly office IT
• Landfill Ban upended % of TVs
  ◦ 80% value loads.. Now 80% COST
• Packaging & Handling
  ◦ Labor costs to package 100 lb. TVs is HIGH
• OEMs not meeting EPR needs
  ◦ Weren’t they supposed to pay for all of this?

OEM Support

• Effective programs are simple and clear
  ◦ Contain both a simple target weight, and
  ◦ Contain clear penalties
• SC law lacks both
• OEMs not participating until legally required
  ◦ Sony lost something like $6.4 billion last year
• Local programs bear FULL COST
Now What
Where do we go from here?

• SC e-waste law being updated
• Will it deliver clarity and control?
  ▫ 2 pages became 12…written by the CEA lobbyist
  ▫ CEA can delay action for 9 months…each year
• Competition
  ▫ More than 4 vendors now serving SC
• Commodity values returning
  ▫ Only for the 15% “good stuff”
• Glass markets worsening
  ▫ US demand= 120,000 ton/yr.
  ▫ US stockpiles= 400,000 tons

Now What
Preparation?

• Be Proactive
  ▫ Call legislature
  ▫ Demand good service
  ▫ GIve good service in packaging
• Recognize good vendors
Questions?

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