

ELECTRONIC
S
RECYCLIN
G

*Contracting for
Success in an
Unpredictable
World*



About Us:

SUNNKING

Established in 2000

Operates in Brockport,
Buffalo, and Syracuse

R2:2013 & RIOS:2006 certified

One of largest electronics
recyclers in NYS





Choosing a Recycler:

INDUSTRY CERTIFIED

1

Environmental Safety

2

Employee Safety

3

Data Destruction



Current Industry Issue:

CATHODE RAY TUBE DEVICES

High cost to recycle due to their lead and poor marketability.

DOWNSTREAM FOR CRTS



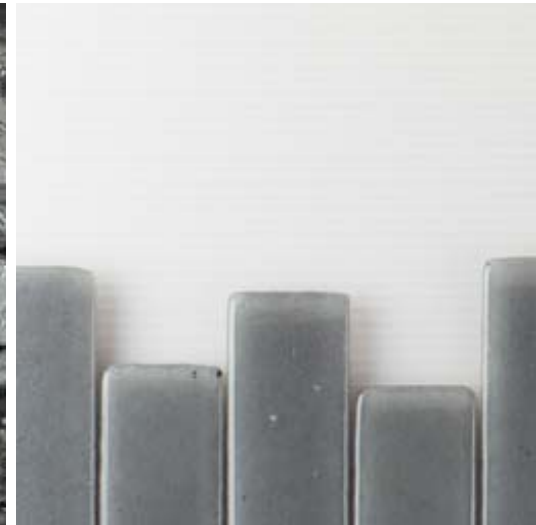
TREATING GLASS
AND PLACING IN A
DEDICATED CELL IN
LANDFILL



USING AS A FLUX
IN COPPER AND
LEAD SMELTING



SEPARATING
LEAD AND
GLASS THROUGH
SMELTING



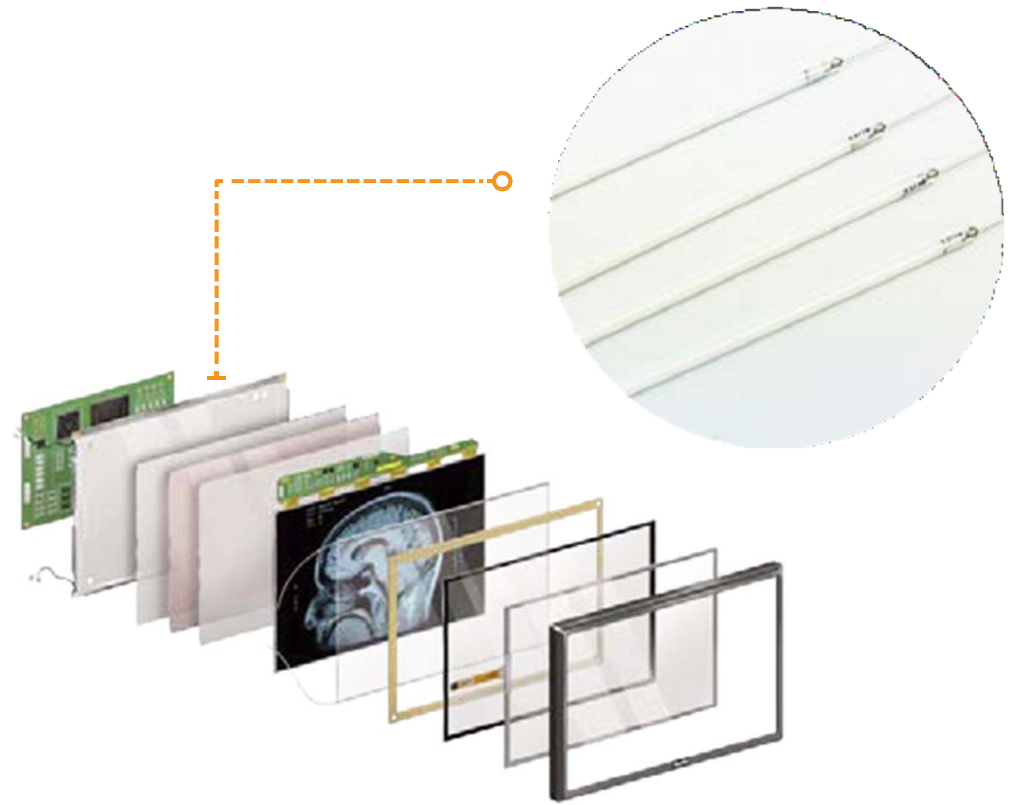
PRODUCING
CERAMICS FROM
PROCESSED
GLASS

*Not allowed with
R2 certification

*Rising Industry
Issues:*

LCD DEVICES

Mercury in florescent lamps requires special care to recycle.



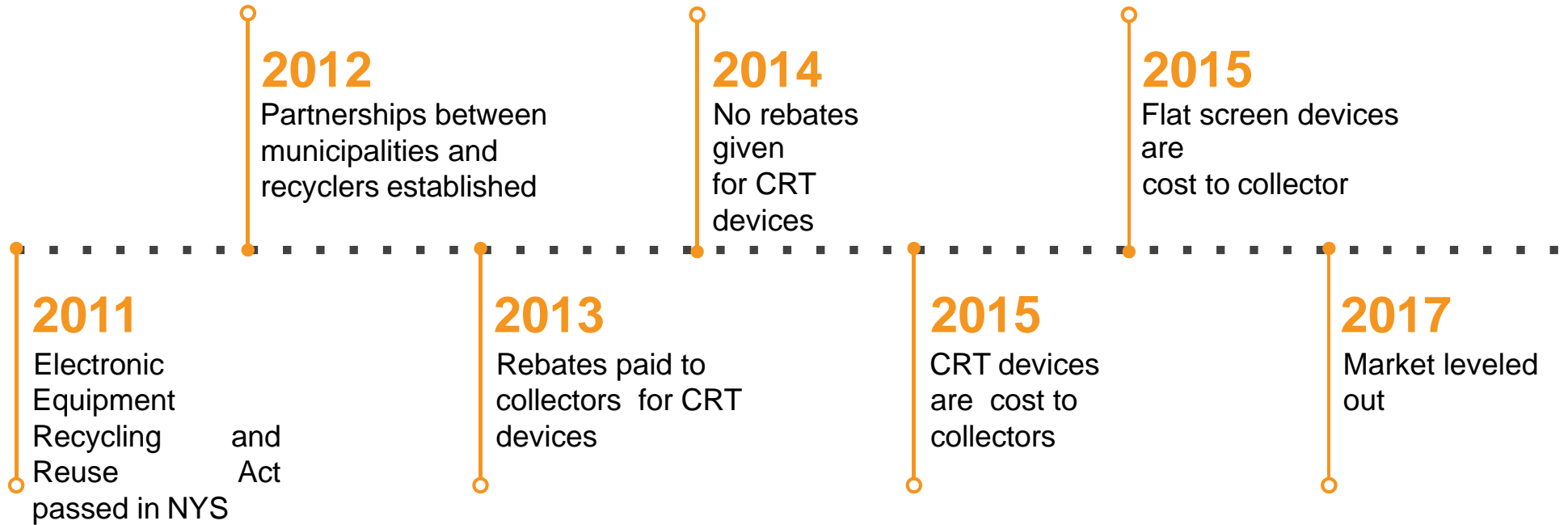
MARKET TRENDS

Increasingly less precious materials and metals in devices mean decline in revenue margins, exacerbated by the steep drop in commodities and metals prices.

GOLD PRICES OVER 5 YEARS



E-WASTE INDUSTRY



Creating a Successful Contract:

1 ALLOW FOR MARKET FLUCTUATIONS

Changes in the market require flexibility in contracts

2 ALIGN EXPECTATIONS WITH CAPABILITIES

Variations in e-waste categories create discrepancies in comparing proposals



Ensuring Efficiency:

PACKAGING

Packaging must be done in a manner that transportation and sortation can be done as efficiently as possible.

ADEQUATE WEIGHT

Pallets should weigh between 500-700 lbs.

SEPARATED

Items should be separated based on categories of material to facilitate weigh in process

PACKAGED

Items should be packaged to maximize the use of space and



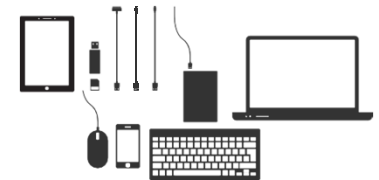
CRT DEVICES



BROKEN & BARE CRT



LCD TVS & MONITORS



MIXED NON-CRT

TRANSPORTATION

ADEQUATE NOTICE

Give recycler adequate time to schedule pick-up of material

MEET MINIMUM REQUIREMENTS

Be aware of any minimum requirements in contract

TIMELY REMOVAL

Electronic waste must be removed within one year of the waste's receipt at the facility



NYS e-Waste Collection Site Requirements:

1 REGISTRATION

Must register with the NYS DEC online using Re-TRAC

Collection sites are not required to pay registration fee

2

STORAGE

Must be stored in a fully enclosed building with a roof, floor and walls, or a in a secure container

3

Must have means to control entry at all times

ANNUAL REPORTING

Must submit an annual report online by March 1, detailing the previous calendar



ELIGIBLE WEIGHT

vs.

INELIGIBLE WEIGHT



RESIDENTS
NOT REQUIRED
TO PAY FEES
TO RECYCLE

Recycler can use Original Equipment Manufacturer rebate to help offset costs of recycling.



RESIDENTS
REQUIRED
TO PAY FEES
TO RECYCLE

Recycler cannot use toward Original Equipment Manufacturer rebate. The recycler must cover all costs of recycling.

Relief for Recycling Costs:

NEW YORK DEC GRANT PROGRAM

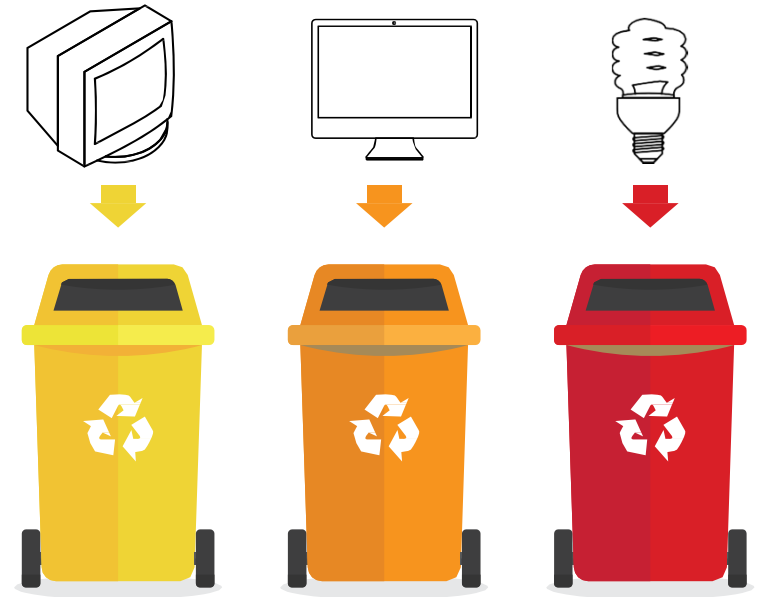
\$3 million available to help municipalities cover expenses

“The recycling of electronic waste has become extremely burdensome and costly for local governments and property taxpayers.”

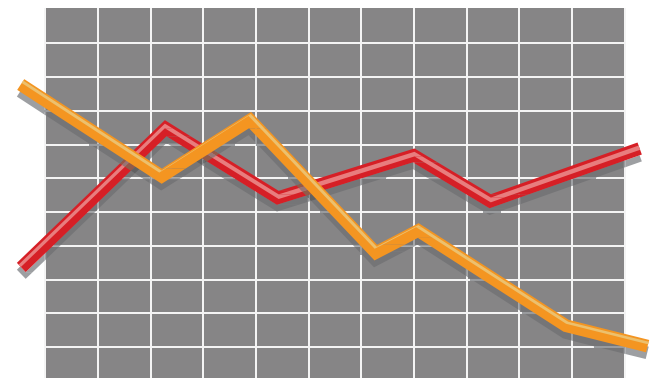
SENATOR TOM O'MARA

*Valuable Lessons
Learned:*

**1 USE
RECYCLER
CATEGORIES**



**2 ALLOW FOR
MARKET
FLUCTUATIONS**



**THANK
YOU**

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