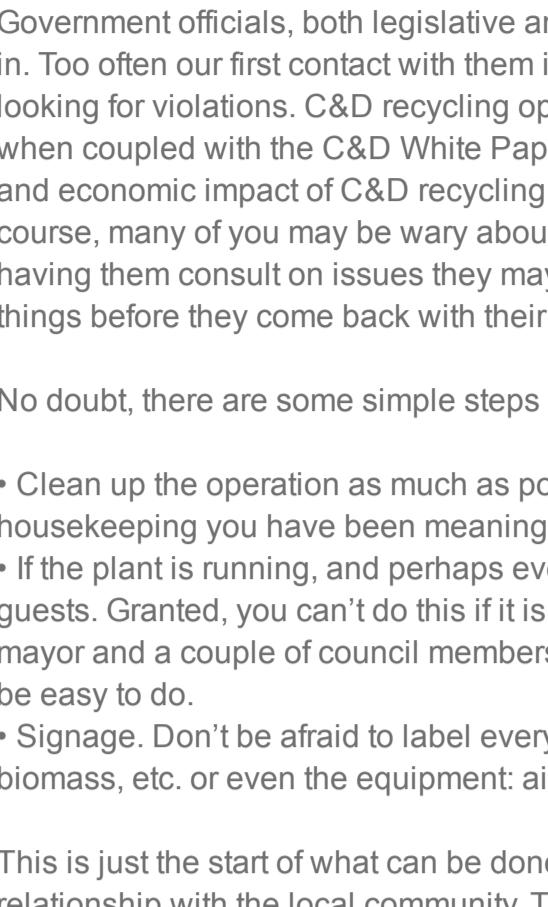


Member e-Newsletter

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Invite Them In

by William Turley

We all know the C&D recycling industry is not as well known as curbside recycling, and perhaps a bit misunderstood, by both the public and government officials. As a response to that, some years ago the CDRA started promoting the idea of its members inviting in outsiders to see their operation in order to give them an idea of

the scale and importance of our recycling plants. This is a way to develop a healthy relationship with the local community.

Government officials, both legislative and regulatory, should be the first group invited in. Too often our first contact with them is either in a public forum or as inspectors looking for violations. C&D recycling operations have a great story to tell, especially when coupled with the C&D White Paper that provides the environmental benefits and economic impact of C&D recycling. Related to this are OSHA inspectors. Of course, many of you may be wary about inviting in this personnel, but consider having them consult on issues they may see. This will give you an opportunity to fix things before they come back with their N.O.V. pads.

No doubt, there are some simple steps to be taken before having any outsiders in:

- Clean up the operation as much as possible. This is a good excuse to do that housekeeping you have been meaning to do.
- If the plant is running, and perhaps even if it isn't, have enough PPE for the invited guests. Granted, you can't do this if it is a big open house with 100 people, but if the mayor and a couple of council members come over, and the plant is running, should be easy to do.
- Signage. Don't be afraid to label everything: 57 recycled concrete aggregate, wood biomass, etc. or even the equipment: air classification system or grinder.

This is just the start of what can be done during these visits that will only help your relationship with the local community. The time to start those relationships is before you ask for an expansion, or try to start a second site nearby. We at the CDRA are here to help you with this process. Please contact us at info@cdrecycling.org; 866-758-4721.

Mr. Turley is the Executive Director of the CDRA

C&D World 2019 - A Hit in the Big Apple

The leaders of the C&D recycling industry gathered in Brooklyn, March 10-12 to hear updates on the economic forecast for their industry, learn how to get and retain workers, and gain insight on several materials specific sessions as part of C&D World 2019.

A highlight of the show was a discussion on diversification of a recycling business, presented by Katie and Tara Sheehan, Sheehan Companies, England. Their company not only collects, processes and creates end products, especially in the recycled aggregate industry, but it then uses those materials to make construction products that are used in their own construction projects. Such green-based actions have proven very popular with their customers, they reported.

Economic forecaster Alex Chausovsky of ITR Economics presented a less than rosy outlook for the North American economy, expecting bumps later in 2019, with 2020 regaining the growth path. He also provided participants techniques to measure how their companies are doing versus the economy.

Almost all companies are looking for workers at all levels, and how to get and retain them was the subject of a panel discussion led by Jim Schug, FMI, and David Coe, Orion Talent. They shared techniques to overcome today's labor challenges. A major issue facing all recycling facilities is fires, often caused by lithium-ion batteries. A panel composed of John Schumacher, Assurance Agency, Ryan Fogelman, Fire Rover, and Jim Emerson, Starrtech, went over techniques to reduce fires, and how reducing risks will also reduce insurance costs. C&D World 2019 also featured presentations on the market status of several materials, including asphalt shingles, recycled concrete, biochar, gypsum, and urban glass. There also was a sold-out exhibit hall that showcased the latest offerings for the C&D industry.

Tours were a part of the C&D World again. Cooper Recycling opened up its fabulous new mixed C&D plant to show attendees, while Sims Recycling is a curbside MRF that is considered the state of the art in that sector.

C&D World 2020 will be held March 11 in Las Vegas, as part of the huge ConExpo-Con/Agg show. Attendees to C&D World will automatically get badges that will grant them access to the big ConExpo-Con/Agg equipment exhibition. For more information, contact the CDRA at info@cdrecycling.org; 866-758-4721.

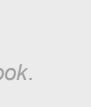
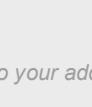
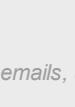
Business Growth Forum

Demolition CDRA member - Comerica Bank is part of Waste360's Business Growth Forum for environmental services businesses. This new event that will take place on May 8, 2019, during WasteExpo in Las Vegas was created to help small and mid-sized environmental services companies improve business structure and strategies for maximum results. Topics include:

Economic Overview
Access to Capital
Private Equity
Asset Management
Mergers & Acquisitions
Growth Success Stories

You can [register for this seminar](#) and use the code from Comerica (**COAM1**) to receive a reduced rate for the event of \$150 per registration.

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