

Will COVID Cause Mergers & Acquisitions?

It is no secret that the current pandemic has negatively affected many businesses, including those in the C&D industry. Construction bans that limited incoming material to recycle in some parts of the U.S., as well as chronic end market problems, has certainly caused hardship. So will it cause some recyclers to give up the ghost, or sell out or merge with another company?

The stage is certainly set for that, and there are suitors out there looking for the right acquisition in both aggregate and mixed C&D recycling. Granted, there is always mergers and acquisition activity going on, and we have recently seen some big deals, such as the purchase of Cherry Companies by Arcosa.

But so far there seem to be few if any deals generated because of the effect of the virus. The C&D industry continues to be dominated by privately held companies. We have run sessions over the years about succession planning and dealing with M&A, because there are far more factors than just a global pandemic that may drive a business owner to sell the operation.

It Will Pay Off to Help CDRA Grow its Membership

CDRA has launched a contest whereby \$1000 will be awarded to the company that brings in the most memberships to the organization by the time of the association's March 2020 Annual Meeting in Austin.

CDRA Member R&B Debris is funding the contest, designed to help the CDRA continue its membership growth curve while trying to get more member companies involved in the activities of the only association that serves the C&D industry.

R&B, based in Hainesport, NJ, is also having an internal contest to gain CDRA memberships. "I have challenged my team to get me 10 new memberships before the end of the year," says John Thomas, President of R&B Debris. "And if they do it I will take the entire management staff in our Folsom office to Austin with me."

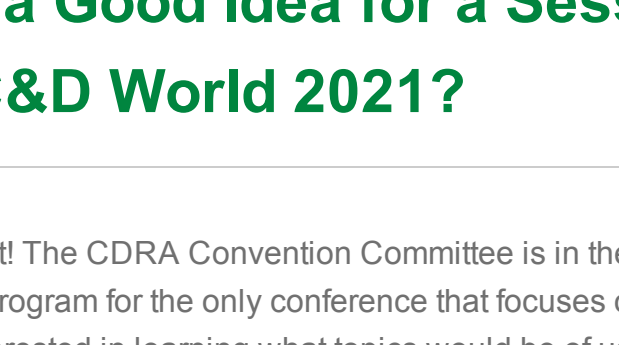
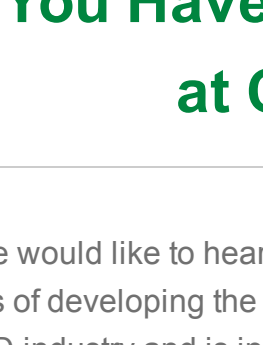
The company is adding a CDRA membership link on its website and is promoting the CDRA through its monthly company newsletters. Along with placing the company newsletter in its customers' statements, it also places a CDRA membership application in there as well.

More details of this contest will come out shortly, but take a minute to think about who could benefit from joining the CDRA, from the generators of the incoming material to the users of the end products. The CDRA provide a wealth of information and research for those interested in the C&D industry and those companies could benefit from learning more about the marketplace.

In fact, we have released or are about to release two new documents:

- A roadmap to proper regulatory and legislative steps to support legitimate C&D recycling while increasing local recycling rates;
- A guideline on how to develop an end market for a specific material.

Both are only available to members, though the former is also available for any government officials. We urge you to take advantage of these, and all the other materials available to members at www.cdrecycling.org. Also, always feel free to call the staff at CDRA if you have any problems or issues, and they will try to help.



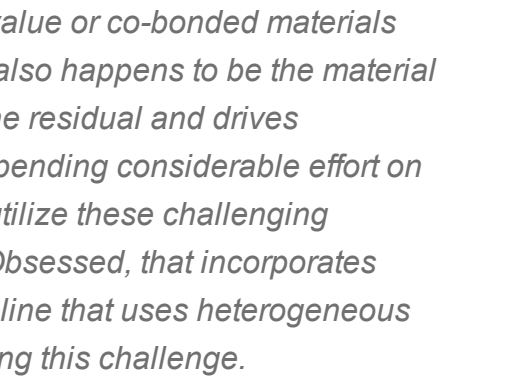
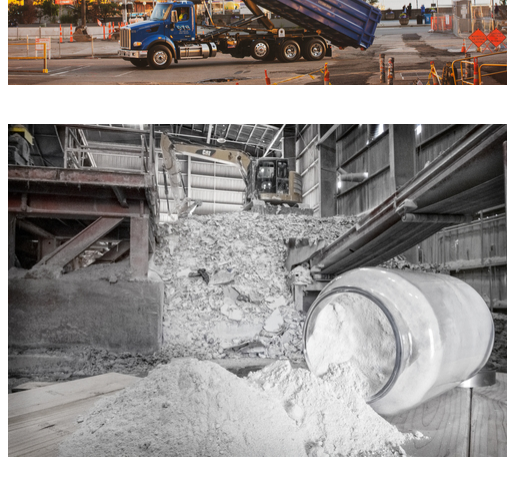
Do You Have a Good Idea for a Session at C&D World 2021?

If so, we would like to hear it! The CDRA Convention Committee is in the process of developing the program for the only conference that focuses on the C&D industry and is interested in learning what topics would be of use and interest to those in the market. It could cover anything from material-specific information such as on concrete or wood, or it could be a useful general business presentation that will help the attendees run their operations more smoothly.

Got a suggestion? Contact William Turley at the CDRA, turley@cdrecycling.org; 630-258-9047.

CDRA Member Spotlight: DTG Recycle

DTG Recycle is the largest commercial recycler of construction & demolition, industrial, and manufacturing waste in the Pacific Northwest. Based in Mill Creek, WA, the company is headed by Daniel T. Guimont, Founder and Chairman, and Tom Vaughn, CEO.



What materials do you recycle?

DTG recycles all types of new construction and demolition debris including wood, metal, plastic, drywall, aggregates, etc. We also recycle large volumes of industrial and manufacturing byproducts such as cardboard, various expanded foams, carpet, etc. We also receive, dismantle, and recycle hundreds of mattresses each day. Additionally, we have added an "industrial match maker" function to our business. We identify industrial byproducts that can be directly transported from the generator to a corresponding business that can use that byproduct as an alternative raw material.

What are the biggest challenges in your market and C&D recycling?

We feel the biggest challenge is in the dirty, low value or co-bonded materials such as plastic or foam glued to cardboard. This also happens to be the material that volumetrically represents a large portion of the residual and drives transportation costs higher. That is why DTG is spending considerable effort on developing new technologies and products that utilize these challenging materials. Whether it is our clothing line, Planet Obsessed, that incorporates plastic into the fabric or our new building product line that uses heterogeneous low-grade plastics, we are aggressively addressing this challenge.

Where are the biggest opportunities?

Our Team Members – plain and simple. The future of DTG is in the energy, passion, and creativity of our team members. It is amazing to see our folks tackle and overcome obstacles ranging from the daily minutiae to "let's build a new MRF and have it done by next Tuesday". DTG is best when challenged with what we call a "Hold My Beer Moment".

How long have you been a member of CDRA?

Since 2018.

What inspired you to join CDRA?

It is inspiring and energizing to be surrounded by like-minded individuals and organizations that are dedicated to a mission that is core to your belief system. The CDRA provides just such a forum and provides a great avenue for transfer of information that ultimately can help all the members accomplish their respective goals.

What do you find most rewarding about working in this industry?

I enjoy working with people who are resourceful and have an innate desire to solve problems. It is extremely rewarding to look back at the end of the day and see the massive amount of material that was successfully processed or some technical challenge that was overcome to advance toward a new end product.

How do you think the industry is changing and what trends do you see coming up on the horizon?

The available workforce profile in our region will continue to be challenging as fewer and fewer younger workers are trained in the skilled trades. To that end, we have begun developing relationships with local high schools, community colleges, and technical institutes to provide an avenue for individuals looking to get that first job that is so difficult to obtain without multiple years of prior experience.

What advice would you give to someone interested in this industry?

Constantly challenge yourself and get comfortable being uncomfortable. If you have never driven a loader – ask to get trained on a loader. Don't like speaking at meetings – develop and present a 5- or 10-minute presentation at a company safety meeting. By doing these types of things you will elevate your skillset and become an integral part of the team.

Best piece of business advice you've gotten or learned over the years?

You cannot advance in your career until you find your replacement. Find them, train them, mentor them and this will free up your time and intellectual creativity to go on and take on new opportunities.

Would you like to have your company in a spotlight like this? Contact CDRA Executive Director William Turley at turley@cdrecycling.org; 630-585-7530.

Let People Know More About Your Company!

One great member benefit for joining the CDRA is a listing on the CDRA's Find A Recycler page. This heavily trafficked area lets people find reputable recyclers, CDRA's members, throughout North America. We have now added a feature that allows a member company to provide more information on what materials their company accepts and markets. It is easy to update your company's listing on our website – just click the button below, login to your CDRA profile and click on "Update your company's information" within the Member's Area.

[Update Your Profile](#)

Lock Out / Tag Out Machine Guarding for C&D Equipment Webinar

Lock out and Machine Guarding are critical safety procedures in a recycling facility. Improper procedures are a leading cause of fatal and severe injuries and remain an OSHA focus item. This webinar discusses what a complete lock out program consists of and practical machine guarding for the recycling operator. This great presentation designed for the recycling industry is made by Ryan Brown and John Schumacher of Assurance Agency and is available to CDRA members after logging in at www.cdrecycling.org.

US Industry News

USGBC has now posted the C&D waste recycling FAQ on its website (near the bottom of this page). This provides guidance for recyclers trying to navigate with their customers LEED's recycling credits during the coronavirus crisis: [COVID-19 top customer service questions on LEED certification and credentialing](#)

Good article about the status and content of the recycling bills floating around the U.S. Congress. [Tracking the future of US recycling policy in congress](#)

On June 26, 2020, the Occupational Safety and Health Administration (OSHA) issued a new Instruction that establishes field inspection and enforcement silica procedures to ensure uniformity when addressing respirable crystalline silica exposures in the workplace. – [Inspection Procedures for the Respirable Crystalline Silica Standards](#), CPL 02-02-080. The Instruction is posted on OSHA's website: [Inspection Procedures for the Respirable Crystalline Silica Standards](#)

The U.S. EPA, founded during the Nixon Administration, is 50 years old this year. One of its achievements it is hailing is how the agency has improved recycling. The current work it is citing is part of the *America Recycles Day* project CDRA is active in: [EPA at 50: Improving and Increasing Recycling Across the Nation to Preserve Resources and Land](#)

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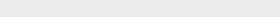
Do you have industry content to be considered for CDRA's monthly e-Newsletter? We encourage you to submit ideas as often as you have them. Although not every news item is shared, we will review each submission based on our audience's interests and information needs.

Thank you!

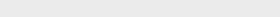
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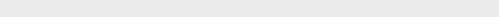
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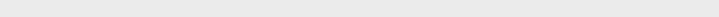
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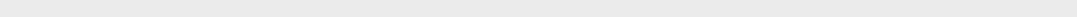
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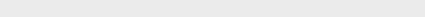
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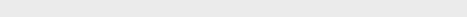
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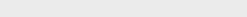


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