

Renew Your CDRA Membership Today!

March 31 marks the end of the grace period for renewal of 2023 dues for the C&D Recycling Association. After that, if not renewed, the company's name will be removed from the list of CDRA members, which includes the popular "Find A Recycler" function on the association's website www.cdrecycling.org. That site has proven a great place for the general public and new customers to find their local C&D recycling operation.

Of course, that is not the only reason for a company to renew its membership in the CDRA, the only organization focused exclusively on the C&D industry. We provide the industry with many services, starting with promoting the viewpoints of construction materials recyclers, including:

- Industry-specific research for end-market development
- Ability to interact with peers from across North America in regular committee meetings on topics important to recyclers
- A safety manual in Spanish and English to help members set up their safety programs
- Weekly reports on proposed legislation important to the industry
- A compendium of the current C&D regulations in all 50 states
- State DOT specifications for recycled concrete's use as a base product in roadways
- A staff knowledgeable on C&D issues that can help answer the questions you have to run your business

All this and more shows how the CDRA serves the industry and is why the CDRA has a high annual retention rate of its membership. If your company hasn't done so already, make sure your company renews its 2023 dues and stays a part of the most important organization in C&D.

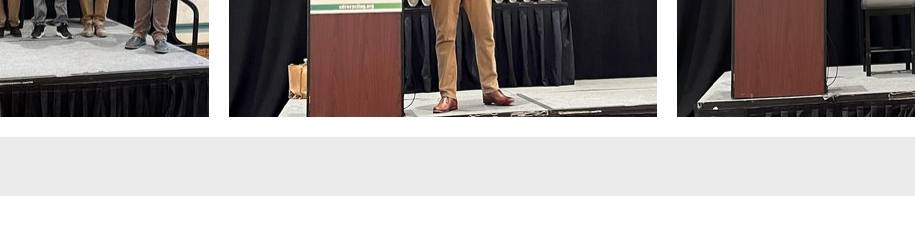
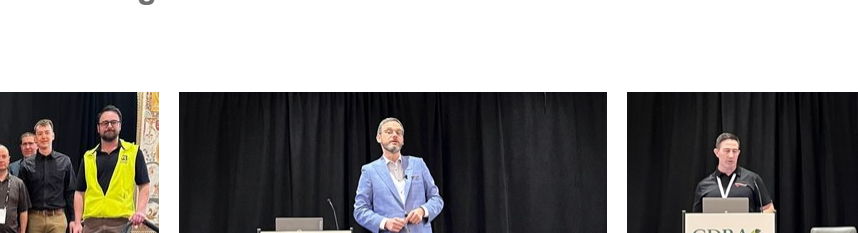
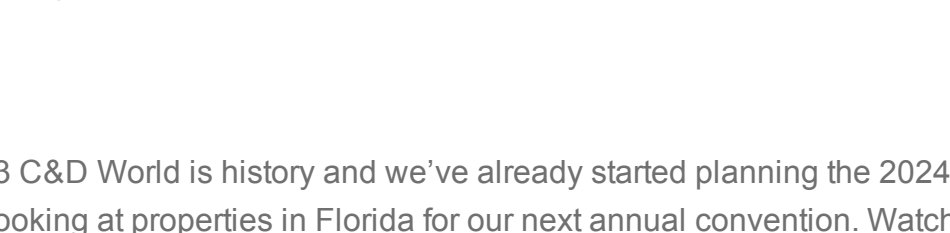
Want to talk more about why to stay with the CDRA? Contact Executive Director Becky Caldwell at 615-979-3119 or caldwell@cdrecycling.org.

If you have any questions or need assistance logging into your account or accessing & paying your invoice, please contact Membership Manager Michael Van Kerckhove at 312-596-5297 or vankerckhove@cdrecycling.org.

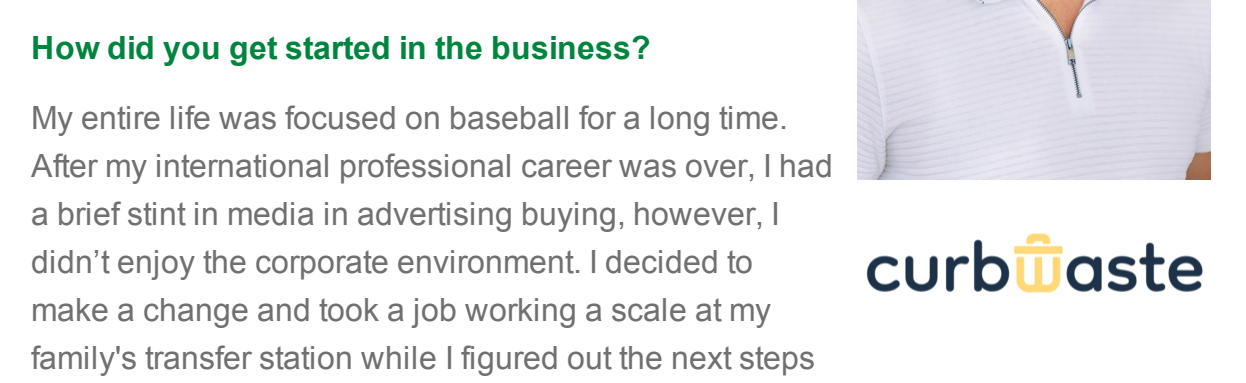
[I Want to Renew!](#)

Thank you for a Great 2023 C&D World!

THANK YOU to each sponsor, member, and attendee that made the event a success! We couldn't have done it without you.

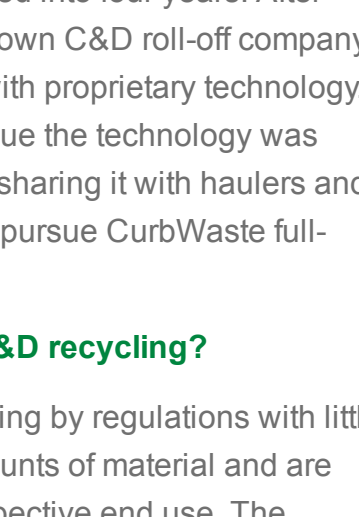


The 2023 C&D World is history and we've already started planning the 2024 event! We are looking at properties in Florida for our next annual convention. Watch for a **Save the Date** coming soon!



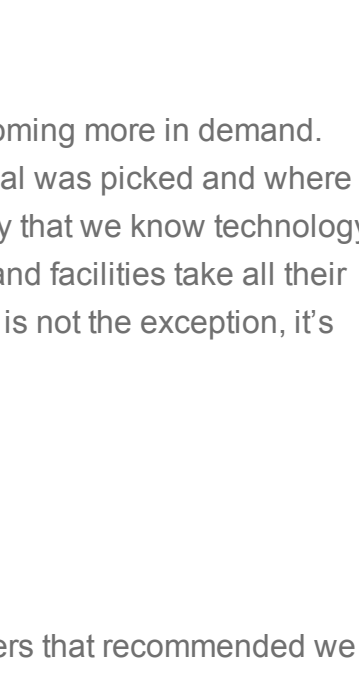
CDRA Member Spotlight of the Month:

Michael Marmo, Founder and CEO of CurbWaste



How did you get started in the business?

My entire life was focused on baseball for a long time. After my international professional career was over, I had a brief stint in media in advertising buying, however, I didn't enjoy the corporate environment. I decided to make a change and took a job working a scale at my family's transfer station while I figured out the next steps in my career. What was supposed to be a few months turned into four years. After learning the business on the ground, I decided to start my own C&D roll-off company in New York City. Our goal was to differentiate ourselves with proprietary technology. As the business grew, I started to recognize how much value the technology was able to bring. I thought we could have a greater impact by sharing it with haulers and transfer stations around the country. That's what led me to pursue CurbWaste full-time.



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

New York recyclers do an amazing job operating and abiding by regulations with little to no square footage. These facilities take in massive amounts of material and are able to sort, recycle, and truck all the materials to their respective end use. The limited footprint they operate on creates many challenges and the limited outlets really drive prices up. Overall, everybody is doing the best they can with the resources that are available to them.

Where are the biggest opportunities for the CDRA?

There is a shift happening in the space where data is becoming more in demand. Waste haulers are required to provide data for what material was picked and where it's going. This has created a data supply chain opportunity that we know technology can play a critical role in. It's extremely important haulers and facilities take all their operations and apply tangible data to them. Transparency is not the exception, it's becoming the expectation.

How long have you been a member of the CDRA?

We are proud recent members; we joined in 2022.

What inspired you to join the CDRA?

A few reasons! We had a few customers who were members that recommended we get involved. They see the changes that are happening in the market and felt we could bring a perspective that was missing. We also had the opportunity to get to know Becky Caldwell and fully aligned with her vision of what the CDRA can bring. Ultimately we felt there was true value in being a part of such a welcoming and insightful organization and wanted to play a role in the impact it's going to bring.

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

This is an industry that directly affects our society. It's one of those things that's very hard to do, but when done well can have such a positive impact on the community they serve. The tangible nature of what this industry does day in and day out always impresses me. Ultimately this is infrastructure, and it's as important as shelter, water, electricity, etc.

What challenges have you faced over the years and how have you overcome them?

Too many to count! When I was a hauler, we had a new problem every day. Trucks would break down, employees would call out sick, customers would have a last-minute service request, couldn't get new trucks in time, couldn't get our dumpsters delivered in time, couldn't get insurance. The list goes on and on. It was always a challenge, but it's also what made it exciting. Now with CurbWaste, we recognize that all waste is local. Haulers and facilities all do similar things, but they may have a different way of doing them. We need to build a system and culture that listens to our customers and is dynamic enough to service their way of working. It's very challenging, but it's also what makes the process the most rewarding.

What's something about you (a fun fact) that not many people know?

I was a professional baseball player in Italy for two years. After my college career at Quinnipiac University, I had an opportunity to travel abroad and play in the Italian Baseball League. It was one of the most rewarding experiences of my life and taught me how to be comfortable with being uncomfortable. We were able to win a championship in my first year, which made it even more special.

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

Post covid we have seen a massive need for digitization. The way of working has really changed, and you're seeing a lot of new ways of thinking come into the waste space. Companies are adapting to a new generation of hires and recognizing there is a ton of opportunity to bring in great talent if you have a process in place. The customer base is also changing, and they expect a more digital approach to interacting with their waste needs. Things like customer portals, e-commerce, and business insights will be key differentiators moving forward.

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

This is not an industry for the faint of heart. Go in with an open mind, listen, and try to learn something new every day. If you want to create a lasting impact and work in an industry that matters, I can't think of a better place to be.

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

The one that sticks out to me was I had the amazing opportunity to meet the CEO of Servicetitan. We sat and chatted for a while, and he ended our conversation by saying, "Mike, you need to guarantee the mean." I didn't fully understand what it meant at the time, but now I recognize that it meant to do whatever is necessary to make sure your team, customers, and investors have all the necessary resources to win. It's a major sacrifice to pursue a dream, but I wouldn't have it any other way.

Upcoming Committee Meetings

Membership & Marketing Committee – April 6th from 4:00 PM – 5:00 PM ET

Shingle Recycling Committee – April 11th from 11:00 AM – 12:00 PM ET

Gypsum Committee – April 12th from 11:00 AM – 12:00 PM ET

Safety & Risk Management Committee – April 18th from 11:00 AM – 12:00 PM ET

Convention Committee – April 18th from 4:00 PM – 5:00 PM ET

*These dates and times are subject to change. Committee meetings are open to all members. To attend a meeting, please contact Michael Van Kerckhove at vankerckhove@cdrecycling.org.

Welcome, New Member!

Please join us in welcoming a new member that has joined the CDRA in the past year:



Atlas Roofing Corporation

Shingles and Underlayments division – is an innovative, customer-oriented manufacturer of high-quality asphalt shingles, and roof underlayments in a diverse set of markets. Made in the USA and installed on over one million roofs, Atlas designer shingles with Scotchgard™ Protector provide durability and lasting curb appeal by preventing ugly black streaks caused by algae. As the highest rated Class 4 impact resistant asphalt shingle on the market, Atlas shingles provide high-performance and superior protection with beautiful, long-lasting color.

For more information, please visit www.atlasroofing.com

Industry News

If you were in Las Vegas for ConExpo/Con/Agg last week, you don't need a headline to tell you there was record attendance at this event that takes place every three years.

It was great to see many of our members exhibiting at the show!

For more details, here's a link to the trade fair wrap-up:

<https://www.cdrecycler.com/news/conexpo-2023-attendance-record-construction-demolition-equipment-recycling/>

Lots of talk continues about fueling industry trucks – CNG versus hybrid versus electric.

Here's some insight from CDRA sponsor member WM's fleet team on how they transitioned to CNG and what they consider the best ways to fuel their fleet in the future:

<https://www.wastedive.com/news/wm-fleet-morris-tessin-cng-mg-electric/645475/>

Excavators? Material handlers? What's more efficient? Which is best for your operation? CDRA sponsor members Champion Waste & Recycling Services and Sennebogen are working together and they share their experience in this piece of industry news:

<https://www.cdrecycler.com/article/champion-branches-out-to-sennebogen-material-handlers-from-excavators/>

Special Thanks to the CDRA's Sponsor Members

LEADING



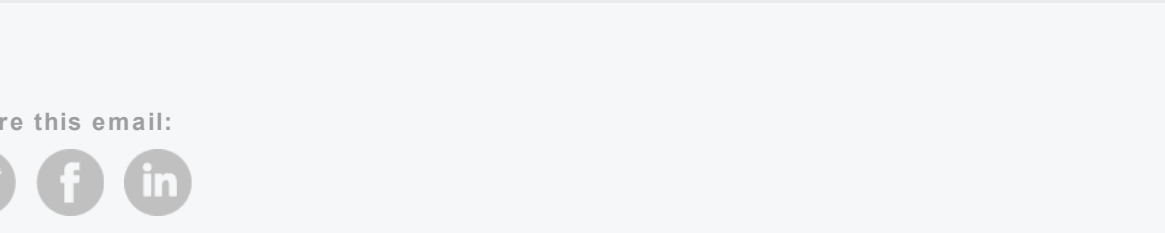
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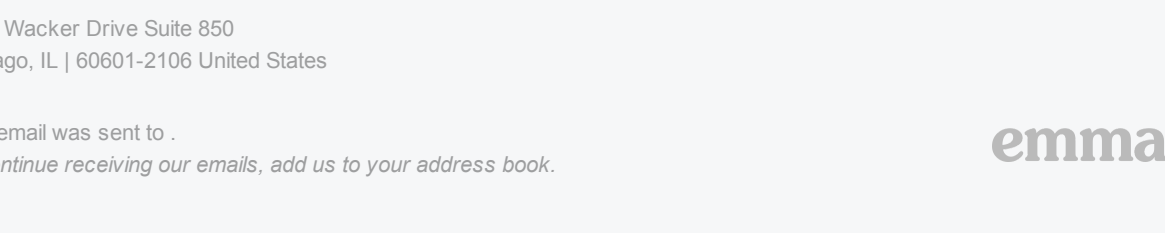
SUSTAINING



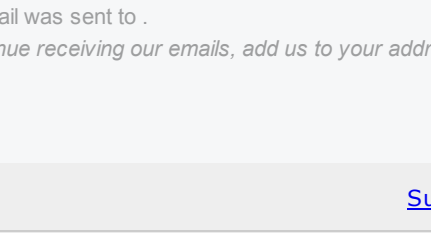
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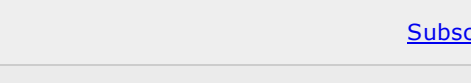
CORPORATE



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