



save THAT Stuff! ^{NC}

One goal. Zero waste.

A Better City

October 27, 2011



Agenda for Today

1. Save That Stuff Background
2. Resource Management
3. Metrics and Reporting
4. Why companies partnering with us?



Humble Beginning





Save That Stuff, Inc. Qualifications

- Founded in 1990
- Based in Charlestown
- Collect 4,000 tons per month of material
- Service over 3000 clients in the Boston area
- Facility with over 100,000 square feet of space





Partial Client List

■ Corporate

- American Airlines
- John Hancock/Manulife Financial
- Jones Lange LaSalle
- Intercontinental Management
- Mathworks
- Nordbloom
- Reebok
- Trinity Properties

■ Pharmaceutical

- Astra Zeneca
- Cubist Pharmaceuticals
- EMD Serono
- EMD Millipore
- Merck
- Pfizer
- Shire

■ Other

- Boston Convention and Exhibition Center
- Hynes Auditorium

■ Restaurant/Retail

- Whole Foods
- Dancing Deer Bakery
- Baker's Best
- Intercontinental Hotel
- Westin Copley Hotel

■ Educational Institutions

- Boston College
- Boston University
- Harvard University
- MIT
- Tufts University

■ Government

- City of Cambridge
- Department of Conservation and Recreation
- Massachusetts Convention Center Authority
- Mass. Department of Public Health
- Mass Department of Environmental Protection



The image shows a promotional graphic for 'Save That Stuff'. On the left is the company logo, which consists of the text 'saveTHATStuff' in a bold, sans-serif font, with 'I N C' in smaller letters to the right. Below the main text is the tagline 'We'll take it.' The logo is set against a yellow background with a black border. To the right of the logo is a word cloud of various recycling-related terms in different sizes and shades of green. The terms include: 'office paper recycling', 'cardboard', 'mixed paper', 'composting', 'zero waste events', 'special event recycling', 'food waste', 'scrap metal', 'electronics', 'wood pallets', 'cans and bottles', 'baling machines', 'compactors', and 'zero waste events'. At the bottom left of the word cloud area is the phone number '617.241.9998', and at the bottom right is the website 'www.savethatstuff.com'.

saveTHATStuff^{I N C}
We'll take it.

office paper recycling
scrap metal
cardboard
food waste
mixed paper
compactors
electronics
wood pallets
baling machines
zero waste events
cans and bottles
composting
special event recycling

617.241.9998 www.savethatstuff.com

- Largest Locally Owned Boston based recycler
- Full service – one stop shop – Discards and Recycling
- Save That Stuff's core business is recycling
- Measure progress
- Strategic long term partner



Recycling

If you can rip it, you can recycle it.

Paper recycling has come a long way from the days of "white paper only." In fact, just about every piece of paper that crosses your desk can be recycled.

Help us save money and do your part to conserve our precious natural resources—recycle!



www.savethatstuff.com
617.241.9998
Printed on post consumer recycled paper

All Paper

You can mix them together... no need to sort them.

Did you know... metal cans, glass bottles and jars, plastic bottles and rigid plastic containers are all recyclable with the co-mingled program with *Save That Stuff*.

Help us save money and do your part to conserve our precious natural resources—recycle!

*no foam containers, please!



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Comingled Containers

Compost and clean up your trash...

ALL FOOD WASTE

Bones and fat trimmings, dairy products, eggshells, fruits and vegetables, meat, poultry and seafood, run, beans and pasta, spoiled food

FOOD-SOILED & NONRECYCLABLE PAPER

Coffee grounds and filters, paper napkins, paper towels, paperboard and other cereal box-type material, tea bags, wet or soiled cardboard

PLANT MATERIAL

Floral clippings, grass clippings, leaves, weeds

OTHER

Biodegradable liner bags, made from cornstarch, biodegradable containers, dishware and utensils

NO

Branches & tree trimmings, foil candy & butter wrappers, hazardous waste, plastic-coated disposable paper products, such as coffee cups, plates, bowls, frozen food boxes, etc., plastic cups, lids, straws and tableware, plastic gloves & bandages, plastic packaging recyclables, styrofoam and packing peanuts, twist ties, twine & plastic strapping



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Food Waste



Mixed Recyclables/Single Stream

Mixed Recyclables

MIXED PAPER
Newspaper, magazines, catalogs, brown paper bags, paper packaging, beverage cartons, all office paper, phone books, envelopes, junk mail

PLASTIC
All beverage and food containers, detergent bottles, household cleaners, yogurt cups, rigid plastics

GLASS
All beverage and food containers

METAL
Aluminum cans, aluminum pans, foil

CARDBOARD
Flattened boxes

Please empty, rinse and squash all containers. Remove lids when possible. No foam containers.

 www.savethatstuff.com
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Equipment



Baled Cardboard



Used Vegetable Oil



Other Materials

- Metal
- Furniture and clean outs
- Pallets
- Composting – organics
10 – 15% of the waste stream
- Baled OR plastics
- Baled blue wrap program



Discards



- Compactors
- Dumpsters
- Carts



Education Services



- Training
- Planning services
- Waste reduction information resources
- Waste diversion reporting and benefits
- Earth day and other special events



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Resource Management (RM)

- Incentivize service contractor to increase diversion, reduce waste, and lower costs.
- Economic value of contract is on service, not volume
- Look at entire material management supply chain
- Transparent billing
- One contractor instead of having to manage many



RM contracts align contractor and customer incentives and benefits

Traditional Disposal Contracts *Conflicting Incentives*

CONTRACTOR

CUSTOMER



Service:
Hauling and Disposal
Fee Driver:
Volume



Wants service
increase

Wants service
decrease

RM Contract *Aligned Incentives*

CONTRACTOR

CUSTOMER



Service:
Resource Efficiency
Fee Driver:
Resource Efficiency
Cost Savings



Wants service
increase

Wants service
increase



Resource Management Tracking

| Shattuck Hospital RM Report | | | | | |
|-----------------------------|---|--------------------------|--------------|-------------|------------|
| Material | Description | Cost Without RM Services | Cost With RM | Savings | 50% Split |
| Trash | Reduced trash compactor pulls by one per week | \$ 6,399.13 | \$ 5,827.57 | \$571.56 | \$ 285.78 |
| Wood pallets | 52 pallets picked up @ 40 lbs each | \$ 91.52 | \$ 78.00 | \$ 13.52 | \$ 6.76 |
| Metal | no activity | \$ - | \$ - | \$ - | \$ - |
| Cardboard | 3.027 tons collected at no charge. | \$ 266.38 | \$ - | \$ 266.38 | \$ 133.19 |
| Co-mingled | Recycled .6 tons co-mingled | \$ 52.80 | \$ 80.00 | \$ (27.20) | \$ (13.60) |
| Food waste | Diverted 1.45 tons of food waste | \$ 127.60 | \$ 265.00 | \$ (137.40) | \$ (68.70) |
| | | | | \$ 686.86 | \$ 343.43 |



RM Program Implementation

- Walk-throughs
- Conduct waste audits
- Create a list of waste reduction opportunities
- Program design
- Education and communication
- Trainings
- Transparent billing
- Measure progress
- Advertise program



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Recycling Measurement Report



Boston Green Business - 2008 Recycling Report

November

| Paper | | | Cardboard | | | Food Waste Composting | | | Computer/Other | |
|--------|------------|-------|-----------|------------|-------|-----------------------|---------|-------|----------------|-------|
| Date | # of Carts | Tons | Date | # of Bales | Tons | Date | Pounds | Tons | Date | Tons |
| 4-Nov | 6 | 0.45 | 3-Nov | 2 | 0.35 | 1-Nov | 250 | 0.125 | 12-Nov | 0.369 |
| 11-Nov | 7 | 0.525 | 10-Nov | 2 | 0.35 | 4-Nov | 500 | 0.25 | | |
| 18-Nov | 11 | 0.825 | 17-Nov | 3 | 0.525 | 6-Nov | 100 | 0.05 | | |
| 25-Nov | 5 | 0.375 | 24-Nov | 4 | 0.7 | 8-Nov | 200 | 0.1 | | |
| | | 0 | | | 0 | 13-Nov | 200 | 0.1 | | |
| | | 0 | | | 0 | 15-Nov | 150 | 0.075 | | |
| | | 0 | | | 0 | 18-Nov | 100 | 0.05 | | |
| | | 0 | | | 0 | 20-Nov | 100 | 0.05 | | |
| | | 0 | | | 0 | 22-Nov | 100 | 0.05 | | |
| | | 0 | | | 0 | 25-Nov | 150 | 0.075 | | |
| | | 0 | | | 0 | 29-Nov | 400 | 0.2 | | |
| | | | | | | | | 0 | | |
| | | | | | | | | 0 | | |
| | | 0 | | | 0 | | | 0 | | |
| TOTALS | 29.00 | 2.18 | | 11.00 | 1.93 | 11.00 | 2250.00 | 1.13 | | 0.369 |

2008 Recycling Summary

| | Paper | | Baled Cardboard | | Food Waste | | Computer/Other | | Total | |
|------------|------------|-------|-----------------|-------|------------|-------|----------------|-------|---------|--------|
| | # of Carts | Tons | # of Bales | Tons | # pickups | Tons | # pickups | Tons | # carts | Tons |
| Jan | 25 | 1.875 | 8 | 1.40 | 11 | 2.08 | | | 36 | 5.355 |
| Feb | 16 | 1.2 | 8 | 1.40 | 11 | 0.925 | 1 | 1.508 | 27 | 5.033 |
| Mar | 23 | 1.725 | 10 | 1.75 | 13 | 0.9 | | | 36 | 4.375 |
| Apr | 29 | 2.175 | 8 | 1.4 | 13 | 1.85 | 2 | 0.459 | 42 | 5.884 |
| May | 29 | 2.175 | 8 | 1.4 | 12 | 0.875 | | | 41 | 4.45 |
| Jun | 32 | 2.4 | 10 | 1.75 | 7 | 0.73 | | | 39 | 4.88 |
| Jul | 47 | 3.53 | 10 | 1.75 | 11 | 1.03 | | | 58 | 6.31 |
| Aug | 37 | 2.78 | 10 | 1.75 | 13 | 1.3 | 1 | 0.874 | 50 | 6.704 |
| Sep | 28 | 2.1 | 11 | 1.93 | 12 | 0.93 | | | 40 | 4.96 |
| Oct | 26 | 1.95 | 14 | 2.45 | 11 | 0.58 | 1 | 1.167 | 37 | 6.147 |
| Nov | 29 | 2.18 | 11 | 1.93 | 11 | 1.13 | | | 40 | 5.24 |
| Dec | | | | | | | | | 0 | 0 |
| Total 2008 | 321 | 24.09 | 108 | 18.91 | 125 | 12.33 | 5 | 4.008 | 446 | 59.338 |



Environmental Benefits Report

- Environmental benefits calculation using EPA's WARM model



From 1/1/2008 to 11/30/2008

Boston Green Business

Recycling Program with Save That Stuff has saved

864

Adult Trees

224

Cubic Yards
of Landfill Space

273,979

Kilowatts
of Electricity or
162 Barrels of Oil

And reduced your Carbon Footprint by

55.66 Metric Tons of Carbon Equivalent

Which is equal to removing 44 cars from the roadway each year

active and... we help you and your individual... active and... we help you and your individual...
ictive. Indeed, process improves effectiveness and... ictive. Indeed, process improves ea...
With your specific business goals and through... With your specific business go...



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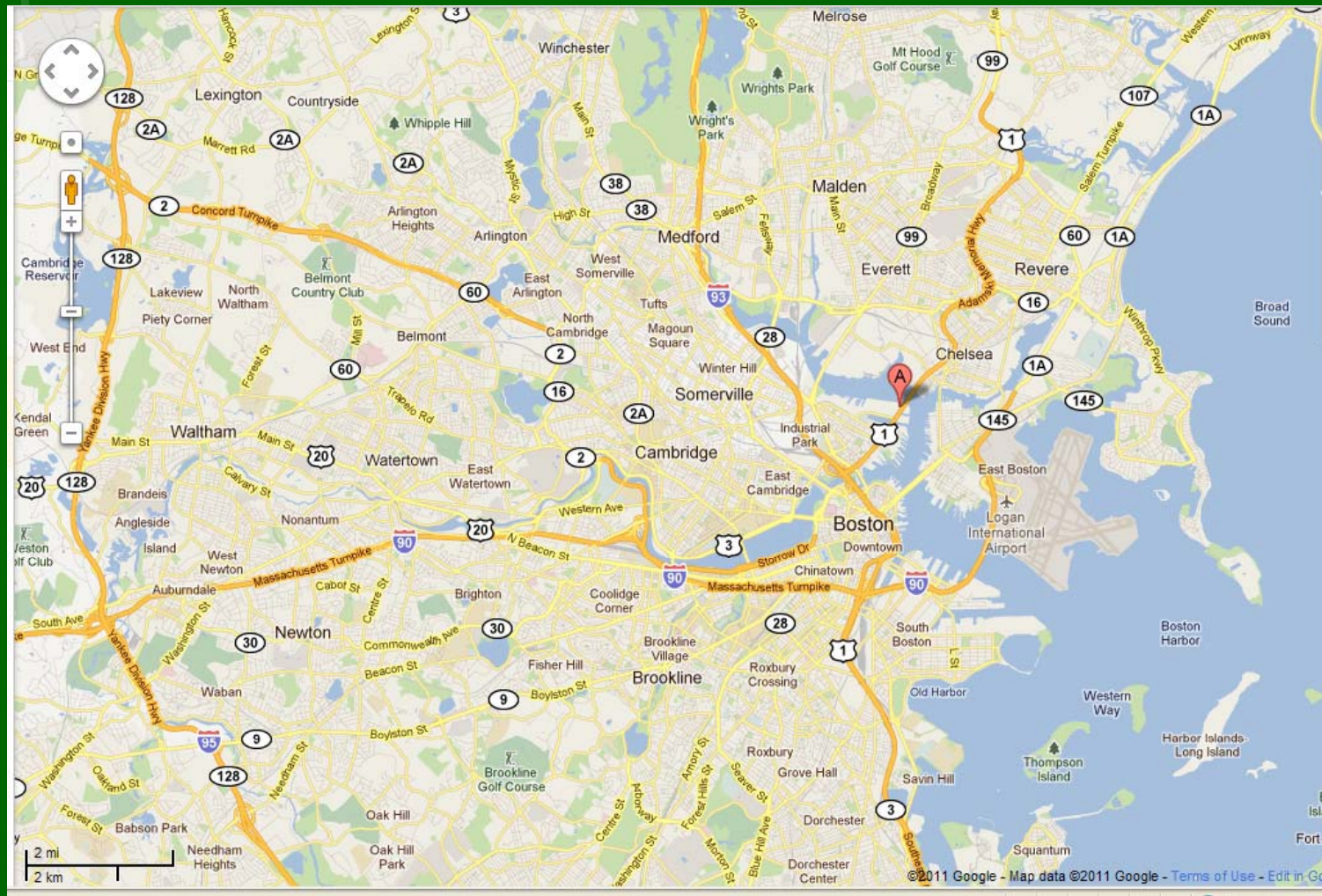
Why are companies choosing Save That Stuff, Inc.?

Strategic Partner



saveTHAT Stuff^{NC}
I'll take it.

Local and Locally Owned



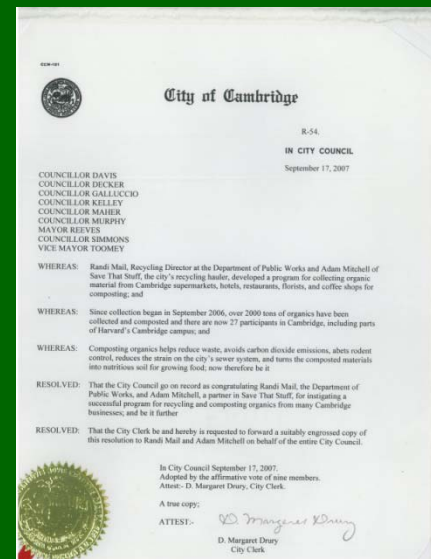
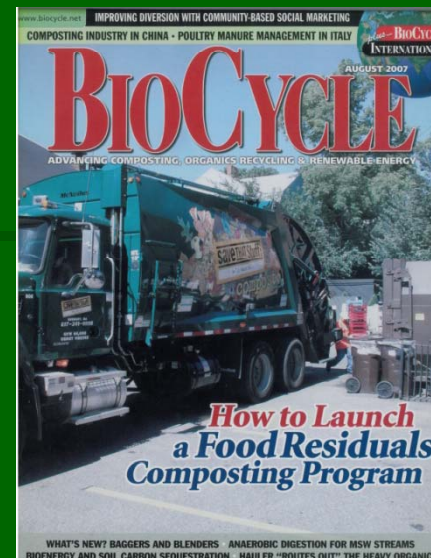


We provide “beyond the loading dock” assistance to our customers.





Award Winner





617.241.9998

Why Recycle? • Why Recycle With STS? • What Do We Recycle? • Who Saves Stuff? • How Do We Start?

Save YOUR money AND a LITTLE piece of the WORLD

Save That Stuff. We'll take it.

For centuries trees have been turned into pulp that turns into paper that turns into all kinds of serious, funny, intellectual, crazy, functional, sturdy, beautiful "stuff." Eventually, most of this "stuff" - no matter how important it once was - gets filed, archived, forgotten, tossed out and ultimately wasted. But as you surely know, there are zillion of good and truly amazing uses for recycled office paper and other recoverable scrap materials.

What you may not know is exactly how valuable this material can be and how easily that value can be realized. Save That Stuff is a leading waste management company that helps over a thousand New England businesses and institutions safely and efficiently get rid of paper recyclables and other recoverable scrap materials otherwise destined for the dumpster. And we do it while saving our customers a lot of precious time and money.

Call Save That Stuff today at **617.241.9998** for a free audit of your existing waste removal and recycling system.