

**NERC
2018**

**MITCH KESSLER
October 30, 2018**

**10 Steps to
Contracting Nirvana**



ALL WASTE IS LOCAL



ALL SERVICES HAVE A COST

COLLECTION

\$

PROCESSING

\$

MARKETS

\$

\$

Sustainable Solid Waste System

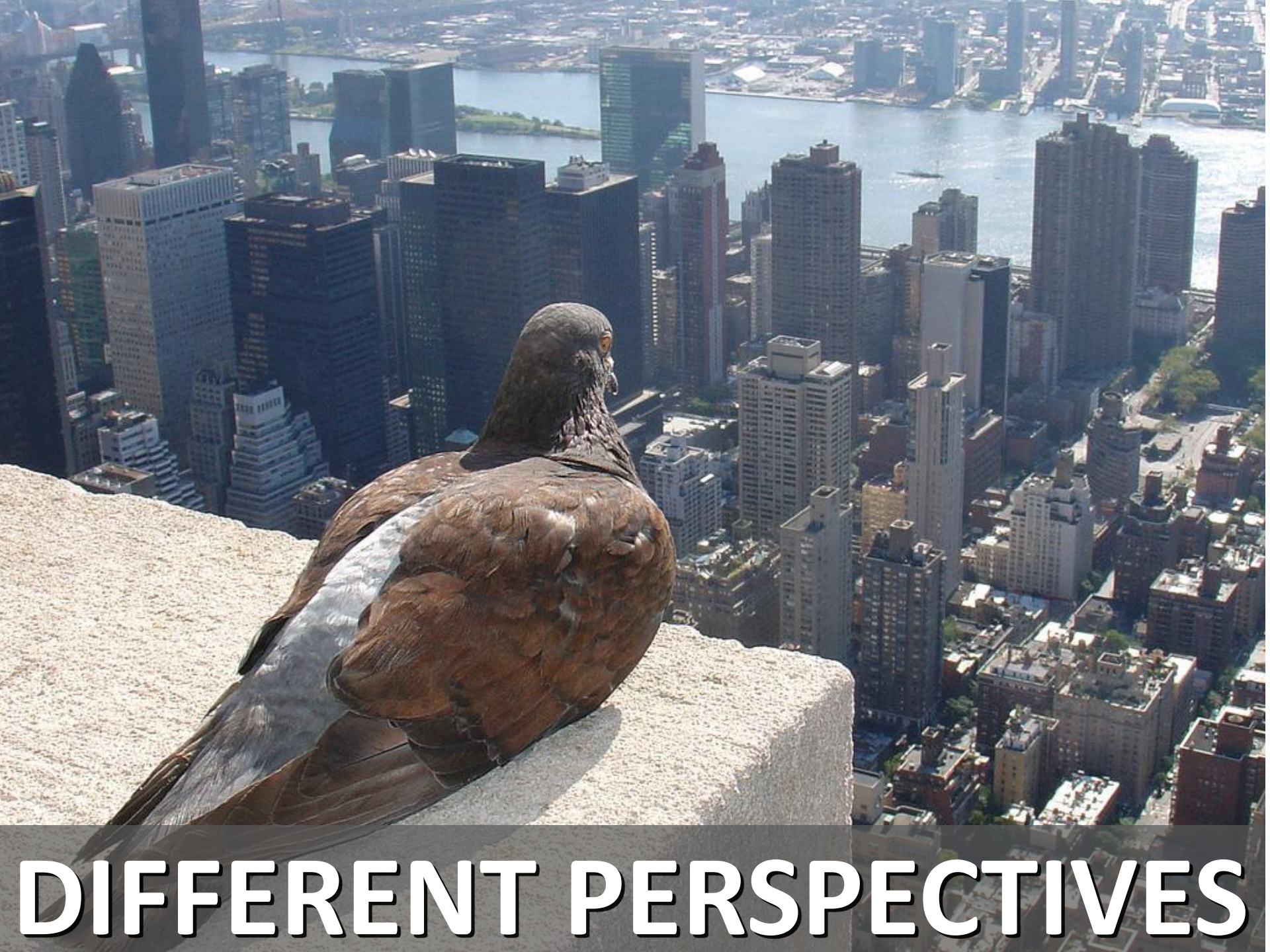
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ALL MRFs ARE NOT EQUAL





RECOVERED MATERIALS ARE COMMODITIES



DIFFERENT PERSPECTIVES

CONTROLLABLE & UNCONTROLLABLE

PROBLEM
SOLUTION
RESULT...



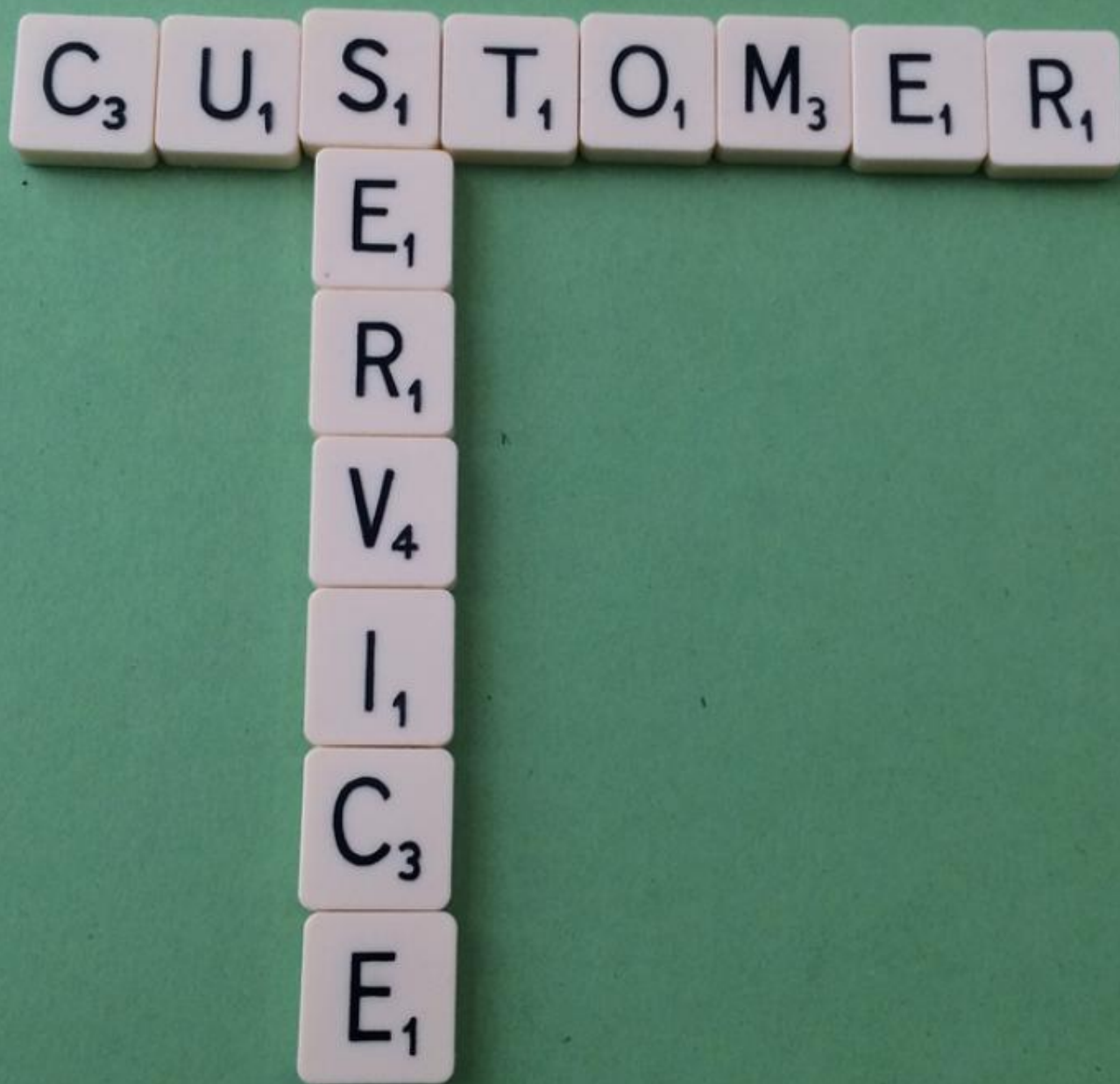
ANTICIPATE CHANGE



**FULL
TRANSPARENCY
IS ESSENTIAL**

A group of children, seen from behind, are standing in a hallway. They are wearing winter coats and backpacks. They are looking at a wall that features a grid of 12 circular icons. The icons represent various items: a cup, an apple, a bottle, a stack of books, a banana, a gear, a can, a recycling symbol, a box, a glass, a stack of papers, a graduation cap, and a recycling symbol. The text "EDUCATION & OUTREACH" is overlaid in white on a green banner across the middle of the image.

EDUCATION & OUTREACH



10 Steps To Contracting Nirvana



- I. All Waste Is Local**
- II. All Services Have A Cost**
- III. All MRFs Are Not Equal**
- IV. Recovered Materials Are Commodities**
- V. Different Perspective**
- VI. Controllable & Uncontrollable**
- VII. Anticipate Change**
- VIII. Full Transparency is Essential**
- IX. Education & Outreach**
- X. Customer Service**

Discussion



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