Contracting for Success in an Unpredictable World
About Us:

SUNNKING

Established in 2000

Operates in Brockport, Buffalo, and Syracuse

R2:2013 & RIOS:2006 certified

One of largest electronics recyclers in NYS
Choosing a Recycler:

INDUSTRY CERTIFIED

1. Environmental Safety
2. Employee Safety
3. Data Destruction
Current Industry Issue:

CATHODE RAY TUBE DEVICES

High cost to recycle due to their lead and poor marketability.
TREATING GLASS AND PLACING IN A DEDICATED CELL IN LANDFILL

USING AS A FLUX IN COPPER AND LEAD SMELTING

SEPARATING LEAD AND GLASS THROUGH SMELTING

PRODUCING CERAMICS FROM PROCESSED GLASS

*Not allowed with R2 certification
Rising Industry Issues:

**LCD DEVICES**

Mercury in florescent lamps requires special care to recycle.

**MARKET TRENDS**

Increasingly less precious materials and metals in devices mean decline in revenue margins, exacerbated by the steep drop in commodities and metals prices.
E-WASTE INDUSTRY

- **2011**: Electronic Equipment Recycling and Reuse Act passed in NYS
- **2012**: Partnerships between municipalities and recyclers established
- **2013**: Rebates paid to collectors for CRT devices
- **2014**: No rebates given for CRT devices
- **2015**: Flat screen devices are cost to collector
- **2015**: CRT devices are cost to collectors
- **2017**: Market leveled out
Creating a Successful Contract:

1. ALLOW FOR MARKET FLUCTUATIONS

   Changes in the market require flexibility in contracts

2. ALIGN EXPECTATIONS WITH CAPABILITIES

   Variations in e-waste categories create discrepancies in comparing proposals
Ensuring Efficiency:

PACKAGING

Packaging must be done in a manner that transportation and sortation can be done as efficiently as possible.

ADEQUATE WEIGHT

Pallets should weigh between 500-700 lbs.

SEPARATED

Items should be separated based on categories of material to facilitate weighing in process.

PACKAGED

Items should be packaged to maximize the use of space and
TRANSPORTATION

ADEQUATE NOTICE
Give recycler adequate time to schedule pick-up of material

MEET MINIMUM REQUIREMENTS
Be aware of any minimum requirements in contract

TIMELY REMOVAL
Electronic waste must be removed within one year of the waste’s receipt at the facility
NYS e-Waste Collection Site Requirements:

1. **REGISTRATION**
   - Must register with the NYS DEC online using Re-TRAC
   - Collection sites are not required to pay registration fee

2. **STORAGE**
   - Must be stored in a fully enclosed building with a roof, floor and walls, or in a secure container

3. **ANNUAL REPORTING**
   - Must submit an annual report online by March 1, detailing the previous calendar
ELIGIBLE WEIGHT  vs.  INELIGIBLE WEIGHT

**RESIDENTS**

*NOT REQUIRED* TO PAY FEES TO RECYCLE

Recycler can use Original Equipment Manufacturer rebate to help offset costs of recycling.

**RESIDENTS**

*REQUIRED* TO PAY FEES TO RECYCLE

Recycler cannot use toward Original Equipment Manufacturer rebate. The recycler must cover all costs of recycling.
Relief for Recycling Costs:

NEW YORK DEC GRANT PROGRAM

$3 million available to help municipalities cover expenses

“The recycling of electronic waste has become extremely burdensome and costly for local governments and property taxpayers.”

SENATOR TOM O’MARA
Valuable Lessons Learned:

1. Use Recycler Categories

2. Allow for Market Fluctuations
THANK YOU

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