



Comprehensive Waste Diversion & Recycling Management Services

Presented by:

The Resource Management Group, Inc.

*Armen Derderian, CEO
armen@rmgreycling.com
4686 Mercury Street
San Diego, CA 92111
858-677-0884 office*

Vision

To allow our clients to gain complete control and traceability over their reusable and recyclable materials by allowing RMG to provide full management services to include; material purchasing services, reporting, waste brokering services, onsite staffing, and logistical services.



RESOURCE MANAGEMENT GROUP

= Total Traceability
= Total Sustainability
= Total Transparency

Recovery Chain Methodology

Goal

To remove “recyclable” waste streams, liquidation items and used assets from our client’s locations in an effective and economical manor by utilizing a single truck to back-haul materials to the client’s Distribution Centers (DCs) or to one of RMG’s Recovery Chain Facilities where the materials can then be sorted, processed and distributed to their end markets.

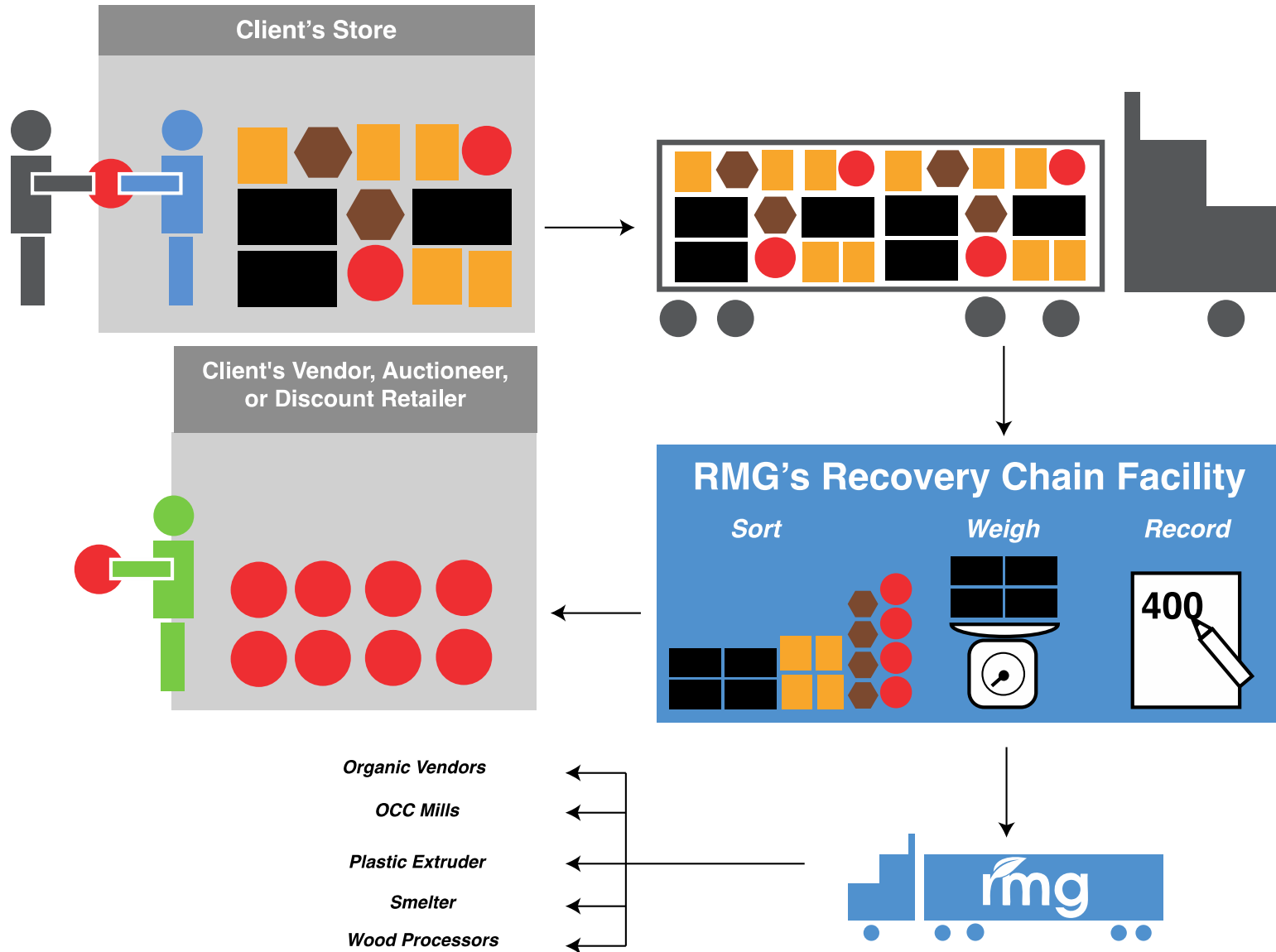
Achieving the Goal:

1. Create a **Reverse Logistics Process** using a client’s, RMG’s or a Direct Supplier’s trucks to service a client’s stores to backhaul all recoverable materials.
2. Back-hauled materials will be delivered to the client’s distribution centers (DCs) or to one of RMG’s Recovery Chain Facilities.
3. Once materials have arrived they are weighed, recorded, processed and distributed to their end markets.
4. All data is captured into RMG’s proprietary software, “RCMS” for reporting purposes.

Benefits

- Decrease transportation costs of the materials targeted.
- Increase revenues. Maximize diversion.
- Produce higher volumes of marketable recyclable commodities.
- Gain full control of your waste stream.
- Complete understanding of all commodities.

Reverse Logistics



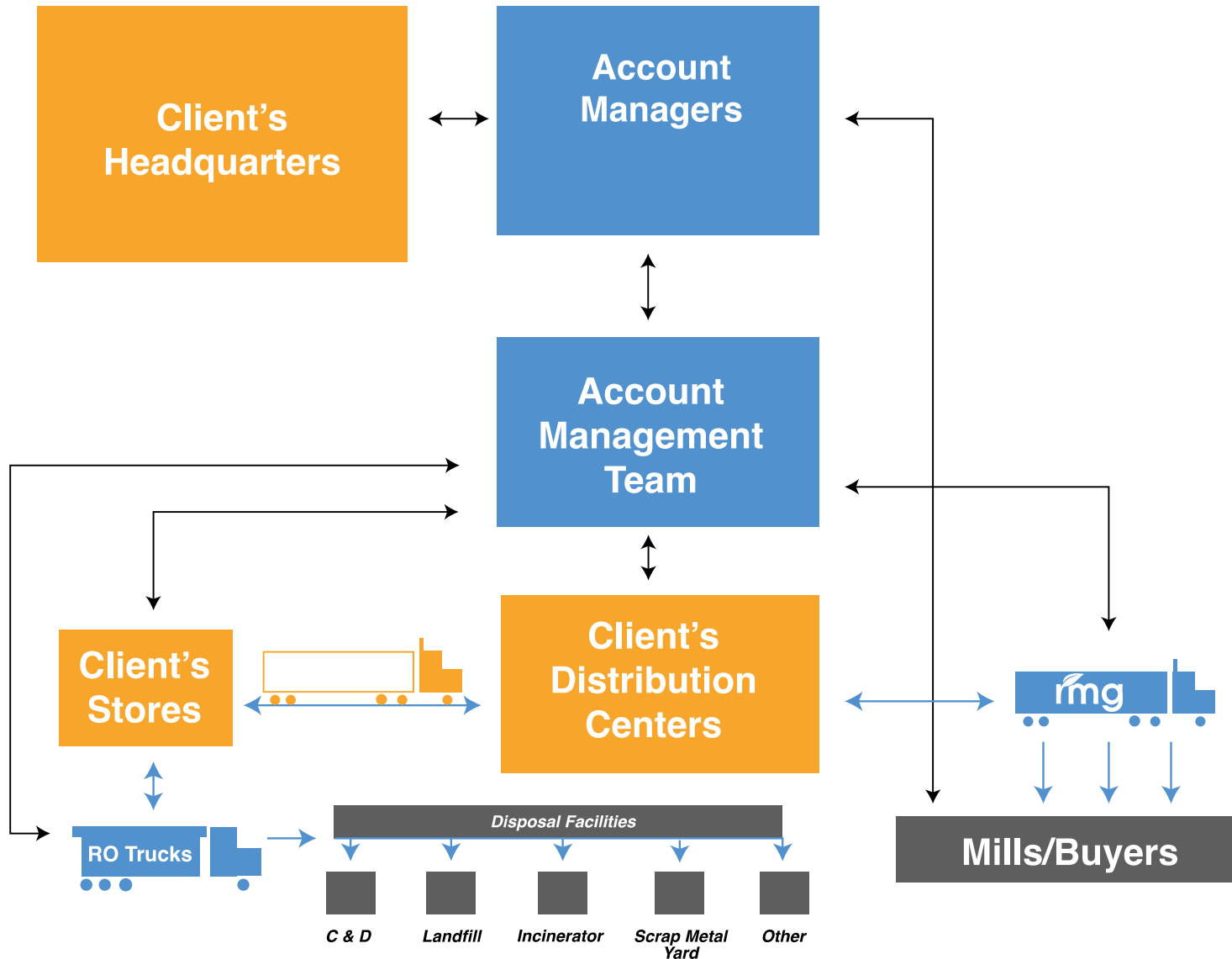
RMG Can Provide On-site Labor If Needed

- RMG personnel can work onsite at a client's facility in order to extract the greatest value from their recyclable commodities and used assets.
- RMG personnel will handle, weigh, process, record and ship out all materials.
- RMG personnel will conduct "last glance" opportunities for all waste items prior to them being placed in trash receptacles.
- RMG will work closely with client's existing partners and vendors to ensure:
 - ✓ Contracts between the client and existing partners are honored.
 - ✓ Data from existing partners is captured into RMG's software, RCMS (Recover-Chain Management System)
 - ✓ Traceability of all materials handled.
- RMG can broker any materials not already contracted to an existing partner.

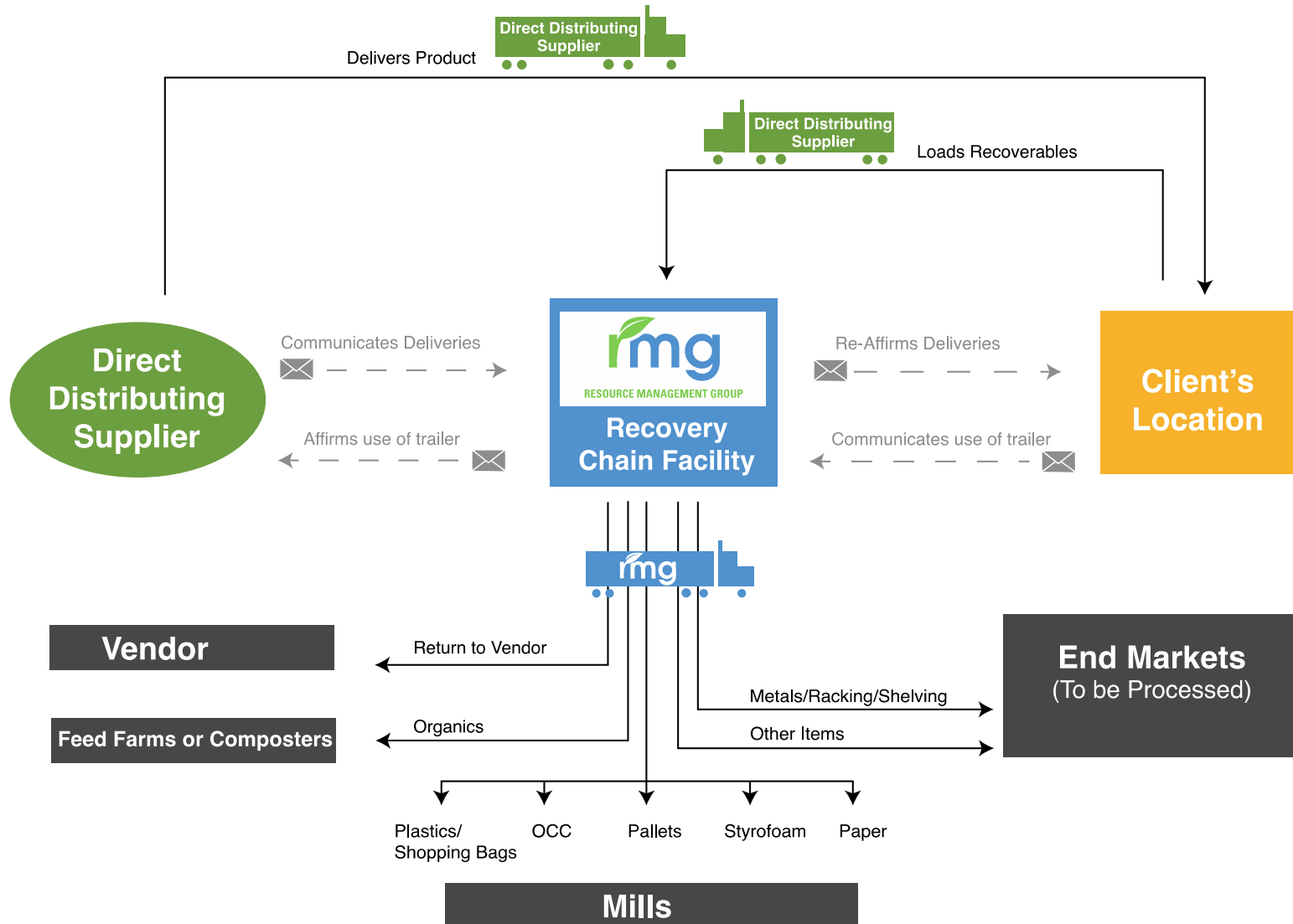


RESOURCE MANAGEMENT GROUP

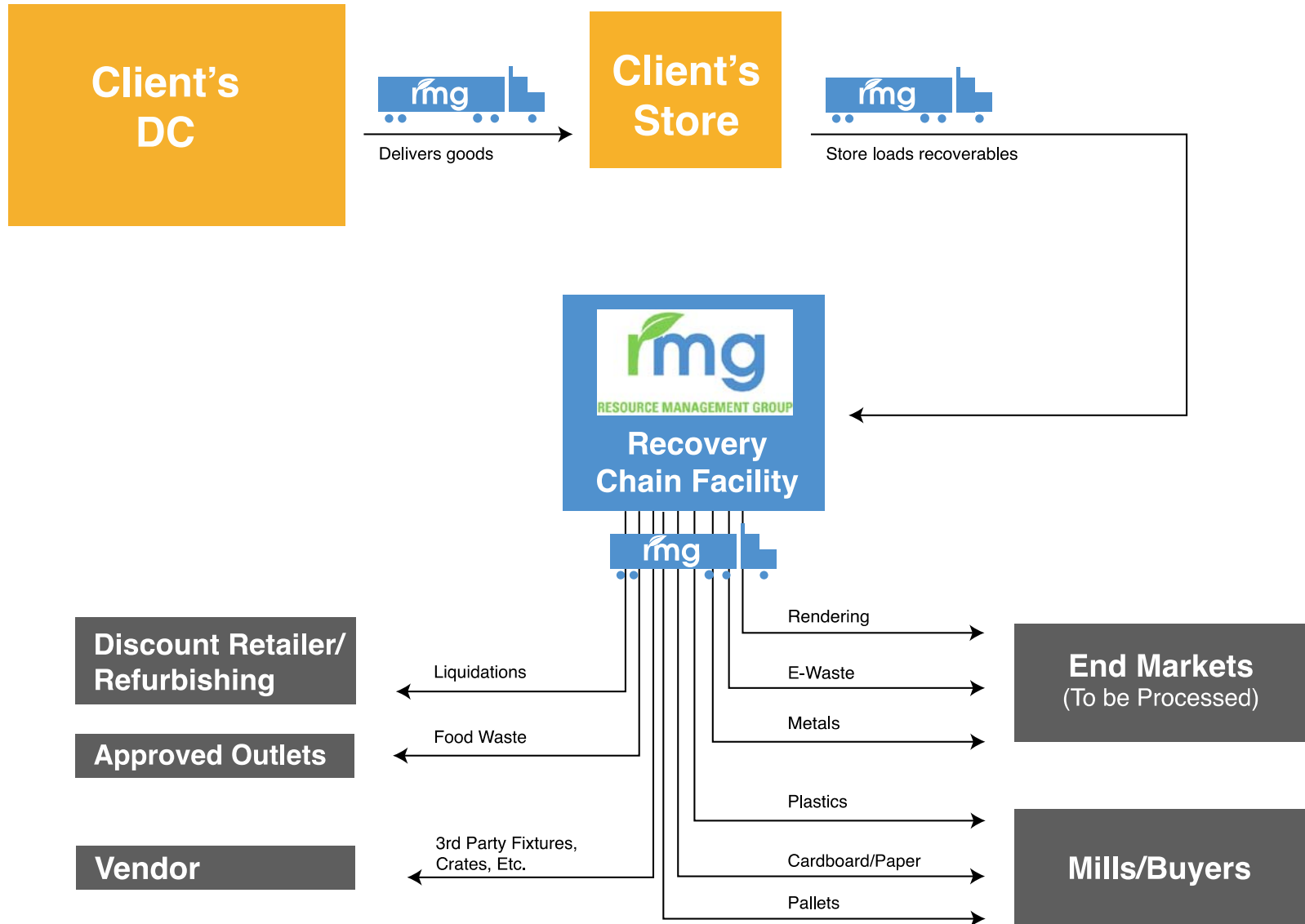
Regional or Nationwide Account Management



Best Creative Logistical Advantage



Additional Trucking Options



R4 Philosophy

“What goes in the store must come out.”

RECYCLE

- Cardboard
- Used Assets
- Organics
- Shrink Wrap
- Styrofoam
- Mixed Plastics
- Aluminum Cans
- E-waste
- Scrap Metal
- Glass Bottles
- Miscellaneous Racks
- Wood
- Expired Products
- Rendering
- Grease
- Bakery Materials
- Buckets
- Etc.

REUSE

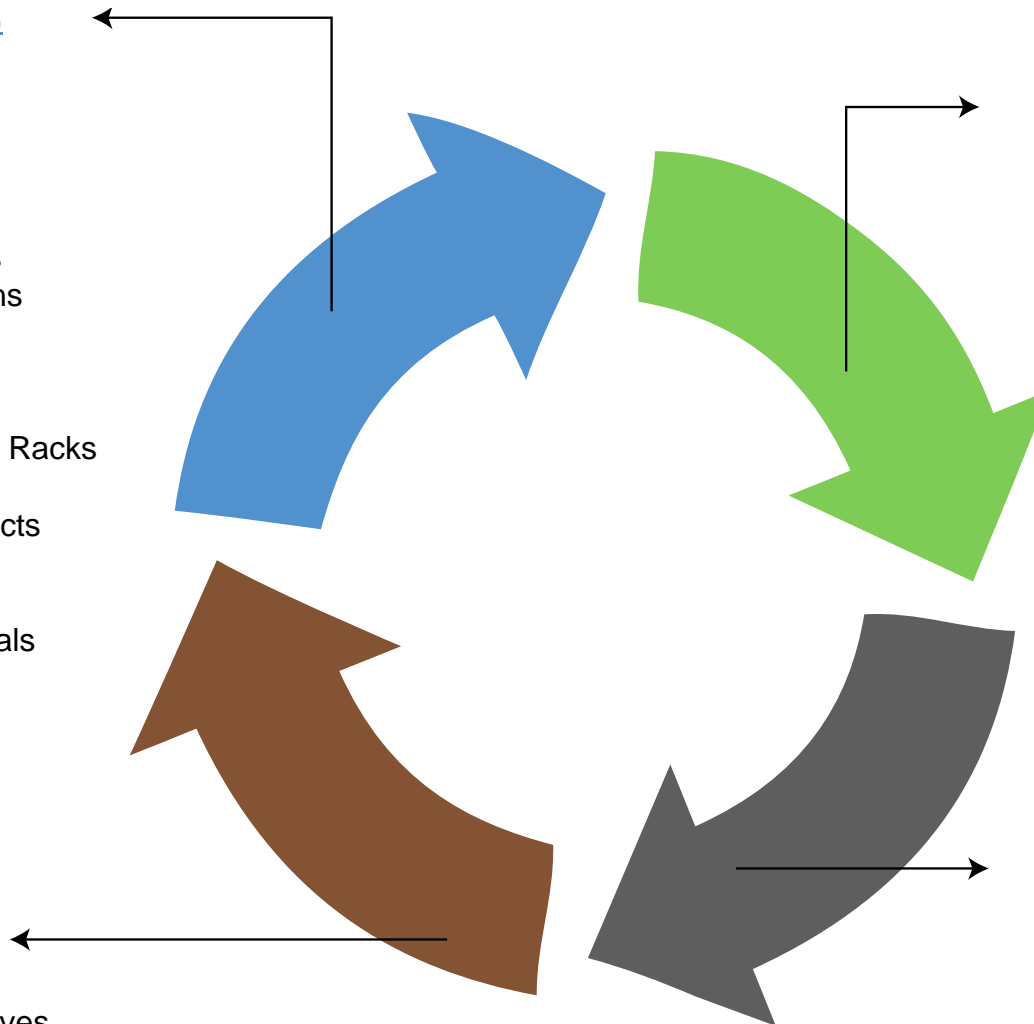
- Pallets
- Totes
- Crates
- Buckets
- Racking / Shelves
- Used Assets / Liquidation Items

REPORT

- Reports are fully customizable and can be tailored to fit the exact needs of client.

REDUCE

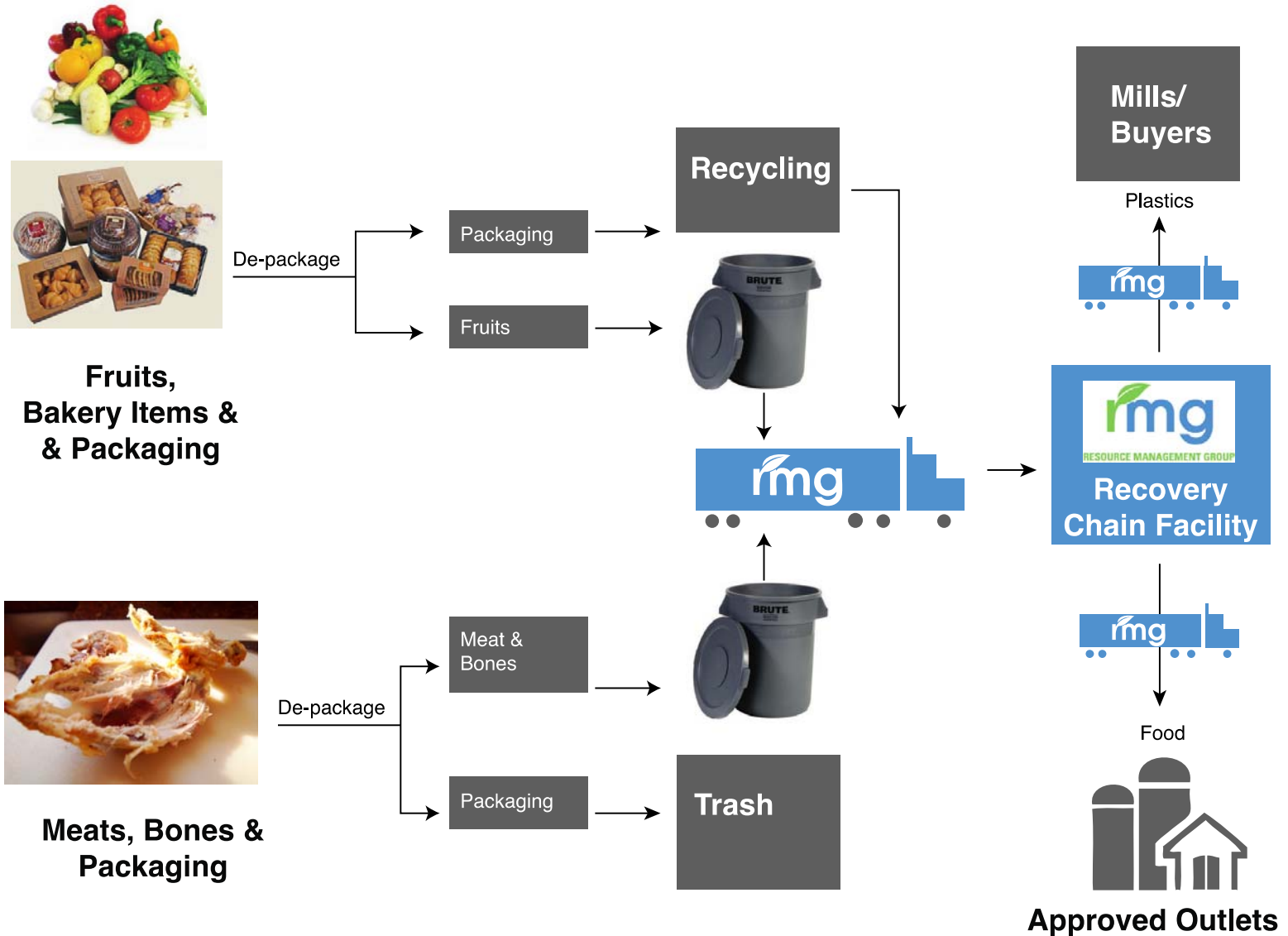
- Eliminate “Dead-Head” Trucking
- Implement Single-Touch Concepts
- Increase Green Initiatives
- Landfill Tonnages at the Store Level
- Packaging Initiatives
- Scorecard your GREEN efficiencies



Communication & Tracking

- Store personnel will complete an initial BOL made specifically for the client, itemizing all products and pallet counts loaded onto the trailer.
- Trailer is then sealed and BOL is signed by both driver and store personnel (BOL is on carbon copy paper and makes 3 copies)
- RMG personnel will audit the trailer inventory against the store supplied BOL.
- Ensures no items are lost or misplaced throughout the backhaul process.

Example: Organics Program



Used Assets / Liquidation Items

- All items designated for liquidation or salvage category can be shipped back for processing.
- Allows for full truckload consolidation and better tracking of distribution to end markets.
- Greater control for items requiring refurbishment.
- Allows locations the convenience of getting these items out of their buildings for a cleaner / more safe work environment.



Pallets & Crates

Pallets, crates, buckets and totes will be redirected to their proper vendor destination.



Example: Store Training

Handling, Loading & Shipping Recyclables

Organics

(Fruits, Vegetables & Bakery Items)

- Place in a lined Gaylord box or 55 gal brute containers, with lids and store in freezer. Do not overfill.



Shrink-wrap

- Must be clean and dry.
- No contaminates.
- Separate colored from clear.



Meat & Bones

- Place in a lined Gaylord box or 55 gal brute containers, with lids and store in refrigerator or freezer. Do not overfill.



Cardboard

- Should be baled and stacked 2 high and 2 across in the trailer.



Used Assets

- All liquidation/salvage items or retired equipment should be placed on pallets when possible and Shrink-wrap if necessary for secure travel.



E-Waste

- Any electronic product that is no longer useful or its useful ability is coming to an end is considered electronic waste.
- Collect on pallets and shrink-wrap if possible.



Example: Store Training

Handling, Loading & Shipping Recyclables

Scrap Metal

- All scrap metal materials should be handled according to the product. Pallets or tubs are acceptable.
- Beams & uprights can be placed loose.



Varied Plastics

- Exact instructions will be determined by type of plastics.
- For example: Plastics should be separated by type and collected loosely in bags, boxes or buckets, or baled separately.



Glass Bottles

- Place in a box, do not overfill.
- Bottles do not need to be wrapped in plastic when being placed in Gaylords.



Styrofoam

- Remove all content and tape from Styrofoam
- Stack on pallets 6' to 7' high and wrap in shrink wrap so that the load will not tip in transit.
- Full pallets can be staged outside.



Paper

- Place all types of mixed paper loosely in bags or boxes.
- Do not overfill.



RCMS:

Recover-Chain Management Systems

- Primary Diversion Report.
- Detailed summary of all waste streams by type, revenue/costs and location.
- Monthly “One Source Reports” for all levels of management.
- Total revenues earned and costs incurred. Cash flow management.
- Percentage breakdown of recycled materials in relation to total waste volume.
- Establish a data bank that provides a measurability factor of waste generation for future forecasting and reporting for both internal and external sources.
- Environmental Impact Statements.



Report Samples

One-Source Report By Store

Designed to give the store manager, not only what recyclables and disposal materials were generated from the store for the date-range selected, but also how the store ranked with all the other stores in the region in terms of how much recyclable revenue they produced.

Regional Summary

Designed to provide the regional manager with the same as information above, but summarized by each store in his or her region.

SVP Summary

Designed to provide the Senior VP with the same as information above, but summarized by each region in his or her division.

Fiscal Comparison — All Regions

Designed to show a comparison of revenue and costs associated with each material. Although the sample attached was run for only Cardboard and Plastic, it can be run for any or all materials or cost items for any years selected. It can also be run by any selected Store(s), Region(s), or Division(s).



Data Visibility/Future Improvements

- RCMS can be upgraded to eventually be interactive—allowing secure 24/7 client access.
- Data capturing capabilities are still possible even when multiple partners are introduced.
- Program can be set up anywhere.
- **Allows various departments within client's company and their existing contracted partners to more easily work together by providing detailed information on all backdoor operations.**

4 Companies In 1

Management Services RMG Provides

Comprehensive
Waste & Recycling
Management
Services

Management of
Commodity Streams

- ✓ Via on-site staffing
- ✓ Will recommend, provide & install necessary equipment
(Buying/leasing options available)



RESOURCE MANAGEMENT GROUP

Purchasing Services
for Recyclable
Commodities

Reporting
Management
Services

Diversion vs. Hauling:

A Shift in Ideology

- Diversion is cost effective.
- Recycling technology has advanced.
- Zero Waste is achievable. (aka $\geq 90\%$ diversion)
- RMG audits average 50% savings for its clients.
- Land filling and traditional hauling should be less than 10% of the equation.
- Senior Management has to buy into the philosophy....
“**Diversion. Diversion. Diversion.**”
- New emphasis should be placed on educating your staff and consolidating your materials, in order to gain full control of your waste flow and its associated cost.



Background Info:

The Resource Management Group, Inc. (RMG)

- Founded 1994.
- Architects of Costco's and Fresh & Easy's Diversion program.
- Average diversion rate achieved is **80% per client**.
- Average costs saving achieved is **50% per client**.
- Offices in CA, IL, VA & WA.
- Pioneered the "Recovery Chain" Program for the Retail/DC/Industrial industries
- RILA Conference Presenter.
- Top 100 North American Recycling Companies.
- Vendor recognition from Fresh & Easy Grocery Store Chain.
- U.S. Zero Waste Business Council – Founding Members
- Zero Waste Certified Employees.



RESOURCE MANAGEMENT GROUP

Thank you

The Resource Management Group, Inc.

4686 Mercury Street
San Diego, CA 92111

www.rmgrecycling.com

PRIVILEGED AND CONFIDENTIAL

This presentation and the information contained herein, including all attachments and notes, is privileged and confidential and the exclusive property of RMG, Inc. No part of this information may be used, duplicated or transferred without the prior written approval of RMG, Inc. any use, copying, disclosure, dissemination or distribution is strictly prohibited.

