

NEWS FLASH

National Accounts / Brokers



Hello, National Accounts, Brokers, and Consultant Partners!

One of the hottest topics today is recycling. World market conditions have forced many processors into an unsustainable model to continue operating as before.

For years, China has been the single largest consumer of recyclable materials generated in the U.S. But over the past several years, China has taken a number of steps resulting in adverse effects on the global recycling industry. First, China's "Green Fence" set initial standards for lower contamination levels for recycling. Then in January 2018, China came down with its "National Sword" policy, which bans 24 types of solid waste, including various plastics and unsorted mixed papers, and sets an even tougher standard for contamination levels.

I invite you to read [Meridian Waste's recent white paper](#) addressing the crossroads of recycling sustainability in the United States.

Smart recycling

As a result of these conditions, we have seen recycling costs reach an all-time high. As an example, four years ago the price per ton to process recycling in our St. Louis market was zero. Today, it ranges from \$20 - \$200+ per ton depending upon material type, mixed loads, contamination and processor. As a comparison, to utilize the landfill for disposal, the market rate is usually under \$50 per ton for non-hazardous MSW. At Meridian Waste, we want to remind our customers to recycle but to recycle smartly considering material type, distance to the processor and a keen eye on eliminating contamination with the realization that recycling transportation and processing costs may be higher than traditional landfill disposal.

WM expected purchase of ADW

The other "trash talk" in the industry is the Waste Management purchase of Advanced Disposal. With the #1 largest solid waste provider acquiring the #4 largest solid waste provider in the industry, it's quite a shakeup. It is still to be determined if the Department of Justice (DOJ) will approve the consolidation but given historic approvals of USA Waste buying Waste Management, Allied Waste buying BFI Waste Systems, and Republic Services buying Allied Waste, it is a very real possibility that the transaction will close successfully (likely with some DOJ-required divestitures).

Both companies are knowledgeable, experienced and competitive service providers, and we benefit from competing with them every day in our respective markets. Know that

Meridian Waste is ready and able to assist any additional locations and service properties that may be affected by this transaction that reside within our marketplace footprints. To learn more about our current locations and see an updated zip code services listing, visit our [National Accounts – Broker Partner website](#).

Biggest is not always best

Market disruption such as the above acquisition is an opportunity for Meridian Waste to grow and continue to prove that you don't have to be the biggest to be the best. We pride ourselves on focusing on the local needs of our customers and communities and hiring team members who are proud to be called garbage men and women and actively participate in keeping their neighborhoods clean and green. For us and for your in-market customers, we know garbage is a local issue even though we may contract at a national level via our National Accounts – Broker Partner relationships.

As always, thank you for your business and trust in Meridian Waste.

Best regards,

George Sides

George Sides | Revenue Manager



1010 Village Park Dr, Suite 103
Greensboro, GA 30642

O: | M: 205-335-2715 | E: gsides@meridianwaste.com