Solving the TV Recycling Challenge

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Agenda

• Overview
  – Market Perspective
  – Generator / Collectors perspective
  – Recyclers / Processor perspective

• Market Options

• Case Study: UsAgain

TV/CRT Recycling - Market

• Nationally:
  – 7.2 Million Tons to be recovered from home and business
  – 206,000 to 392,000 tons annually to be processed
  – CRTs are not being manufactured in the US
  – Limited N. American final disposition options

• Colorado
  – 23,819 Tons of all electronics recycling in 2015

TV/CRT Recycling - Generator/Collector

• Nationally:
  – 25 states have electronics recycling legislation
  – 19 states prohibit landfill of CRTs – 50% of population
  – ~ 60% to 70% of e-waste stream is CRT based material
  – ADC not recycling – EPA & R2

• Colorado
  – CRT/Electronics ban for landfill
  – No final disposition option in the state
TV/CRT - Recycling

• Content and value of recoverable materials ↓
• Lowest grade material to handle
• Physically hard to handle
• Takes up real estate space
• Limited “downstream” processors
• Opportunity cost vs. performing recovery
• Prices are higher

Market Options

• ITAD / Recyclers perform demanufacturing – in-house
• Emerging Technologies: Nulife Glass (CRT glass only)
• Legacy Downstream: TDA/TDM/Videocon – TV/Monitor/Glass

Market Options: Recycler

Market Options: Nulife

• NY, VA, and UK
• Ability to provide Lead and Glass
• Capacity:
  – Furnace: 7M lbs / yr
  – Facility/Property: 200 M lbs /yr

• Larger recycling companies in US companies produce in excess of 100M lbs/yr of CRT glass
Market Options: Direct to Processor

- Videocon – Indian Consumer Electronics / Appliance
- $12B in revenue
- 2005 bought Thomson TV operations in Mexico & Philips in India - #3 in the world CPT
- Only authorized CRT importer / processor in MX
- 1,000,000 sq. ft. facility
- Water treatment / Power generation
- Leverage NAFTA – Technology Displays America / Technology Displays Mexico
- Registered / Licensed in MX and USA

Case Study: UsAgain

- UsAgain
  - Founded in 1999
  - 16 states
  - 12,000 collection bins
  - Textiles
- “Midnight drop-off” of electronics or other

Case Study: UsAgain

- Trailer load quantities of TV / Projection TV / Computer monitors
- Aggregated at depot
- Categorized by size / type
- UW – packaged and labeled – (very specific)
- Direct to Downstream
- Cost savings of 30 to 40%+

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- Dag is a pioneer in the electronics recycling industry. Formerly the president and founder of LifeSpan, for 15 years, he led one of the first, national electronics recycling companies in the U.S. He has extensive experience in both corporate and municipal electronics recycling programs.
- As a part time resident of the Western slopes, and a weekly commuter to Denver and to other cities, he has a broad understanding of the challenges and opportunities for handling a broad variety of e-scrap and used electronics.