





A division of Midpoint International Inc.

## Partners in Sustainability

- Manufacturing, Printing, Logistics
- 23 years experience in sustainability
- 5000+ installations worldwide



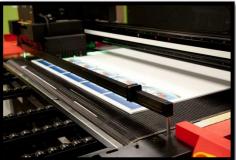
In-house Engineering,
Design & Manufacturing

In-house Graphic Design & Printing

Logistics & Fulfillment Programs

On-Line ordering and Program Management







Sustainability Management System

















#### **Quick Serve Restaurants**







#### Grocery













**TOYOTA** 







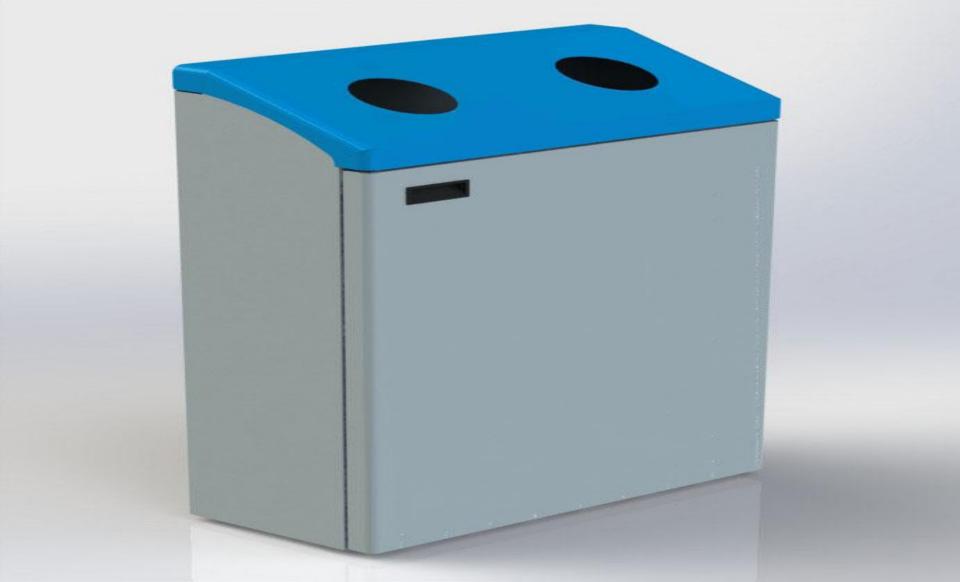


# Partnering for New Program Development





### Partnering with Existing Suppliers New Development













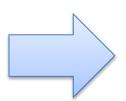
# Partnering to Upgrade Existing Graphics















# Partnering to Upgrade Existing Millwork Design





#### Partnering with School Board Recycling Program Pilots

<u>**Purpose**</u>: Will the combination of culture, communication, and collection make an impact?

2 pilot high schools

#### School #1

- Successful existing program including recycling and organics collection
- Green Team support
- Senior level buy-in
- School received right-sized containers with proper labeling and branding, and 1 month pre-launch communication blitz

#### School #2

- Struggling program random containers and no communication support
- School received right-sized containers with proper labeling and branding
- Containers were changed out on a weekend with zero advance communication

CleanRiver® incurred all costs associated with this pilot project — containers, graphics, posters, transportation, labor, miscellaneous costs associated with audits, etc.



#### Pilot School #1 – Before and After

Population: Approx. 1,250 students





Stream	Pre-Pilot Contamination	Post-Pilot Contamination	% Improvement
Organics	8.1%	4.4%	46%
Recyclables	22.4%	7.1%	68.4%
Waste	83.7%	21.7%	74.1%

#### Pilot School #2 - Before and After

Population: Approx. 1,000 students





Stream	Pre-Pilot Contamination	Post-Pilot Contamination	% Improvement
Recyclables	35.7%	9.8%	72.5%
*Waste	25.4%	11.4%	55.1%

Note: Organics was included in waste.



#### **INDUSTRY PARTNERSHIPS**





**COALITION** for **RESOURCE RECOVERY** 



















### The 3C Approach







Culture Communication Collection

- Senior management buy-in
- Leadership "Stake in the Ground"
- Reality and transparency
- F.O.T.M. (Flavor of the month)
- Engagement
- C.A.V.E (Citizens Against Virtually Everything)





Culture	Communication	Collection
<ul> <li>Senior management buy-in</li> <li>Leadership "Stake in the Ground"</li> <li>Reality and transparency</li> <li>F.O.T.M. (Flavor of the month)</li> <li>Engagement</li> <li>C.A.V.E (Citizens Against Virtually Everything)</li> </ul>	<ul> <li>Green Team implementation</li> <li>Senior management goals</li> <li>Metrics and reporting</li> <li>Collection stream accuracy</li> <li>What message does your equipment convey</li> <li>Fresh and relevant updates</li> <li>Sharing best practices</li> </ul>	





Culture	Communication	Collection
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9-8-7-6-5-4-3-2-3-4-?





#### Flexible Volume Interchangeable Opening Plate





#### **Fixed Volume Interchangeable Opening Plate**





## Change is constant... **Ability to right-size**

Transition™ Configurable Recycling Containers — Same Footprint. Same Capacity. Different Configuration.





# Branded Signage to Educate & Promote Environmental & Safety Best Practices

#### **SECURITY NOTICE**



IF YOU ARE DUMPING ILLEGALLY SMILE FOR THE CAMERA!

#### **SECURITY NOTICE**



IF YOU ARE DUMPING ILLEGALLY, SMILE FOR THE CAMERA!



#### **NO PARKING**



VEHICLES PARKED IN FRONT OF THESE DUMPSTERS WILL BE TOWED

#### **NO PARKING**



VEHICLES PARKED IN FRONT OF THESE DUMPSTERS WILL BE TOWED



#### **NOTICE**



DO NOT DUMP CHEMICALS DOWN THIS DRAIN!

#### NOTICE



DO NOT DUMP CHEMICALS DOWN THIS DRAIN!

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#### **GREEN NOTICE**



PLEASE REMEMBER
TO TURN OFF DOCK LIGHTS
WHEN NOT IN USE

#### **GREEN NOTICE**



PLEASE REMEMBER TO TURN OFF DOCK LIGHTS WHEN NOT IN USE

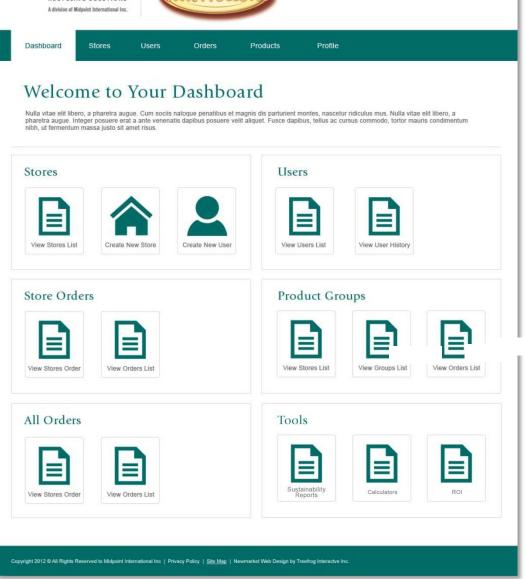






#### **Admin Dashboard**

Rapid access to orders, locations, users and products





#### **Product Detail**

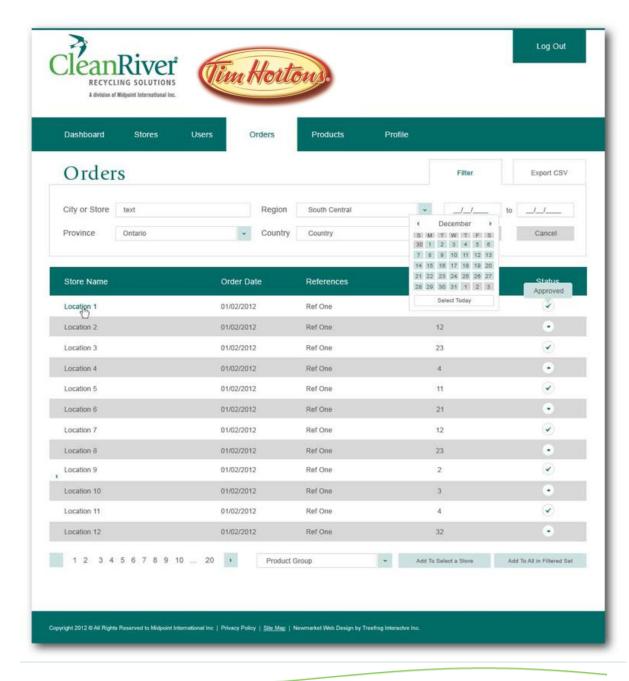
## Complete detail view of product





#### View all orders

Orders filterable by store, region, province, date range





#### **Graphics**

## Complete detail view of graphics





#### Graphics

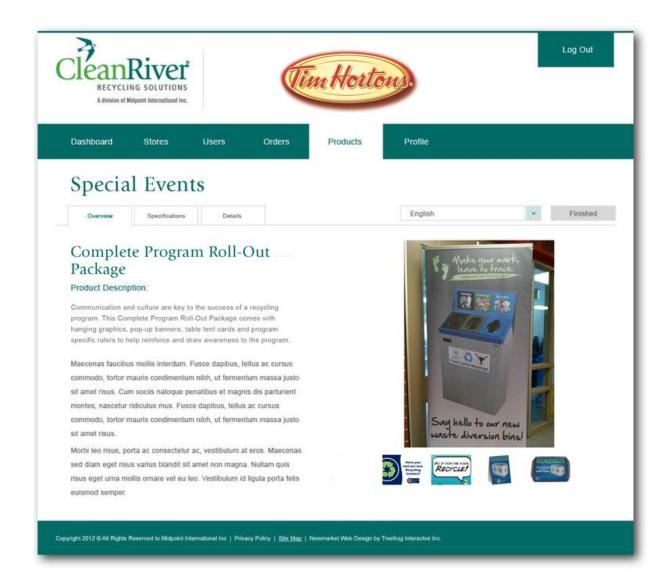
 Complete detail view of graphics





#### **Special Events**

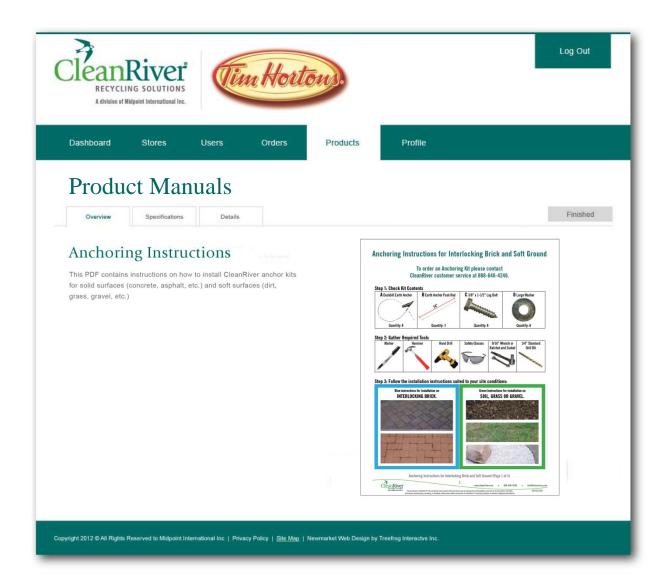
- Special support material for events
- Earth Day, Program Launch, etc.





### **Product Support Guides**

- •Maintenance
- •Installation
- Anchoring
- Cleaning
- •Graphic Replacement





#### Partnering for Next Generation Recycling Concepts







- Video monitor displays & looping sustainability message
- Motion sensor to display instructional graphics.



#### PARTNERSHIP VALUE

- 1 Concentrate on what isn't your Highest and Best Value Use
- 2 Generate True Value, Impact, R.O.I. or Improvements Not your Core Business
- 3 Know your business Take it more seriously than you do.
- 4 Aggregate your info into high value data
- 5 Understand the value of your information
- 6 Willing partner to invest in the future
- 7 Become your Corporate Memory



