Missouri Municipal League Conference
September 27, 2021
Brent Batliner
General Manager
Republic Services Recycling St Louis

Agenda
• About Republic
• Current Market and Drivers
• Discussion on Pandemic Effect
• Where are we Going

Who are We
Republic Services
14 million customers
39 states
36,000 + employees
197 Transfer Stations
Over 80 Recycling Centers
190 Active Landfills
100 Million tons of Waste Collected Annually
Republic Services St. Louis

- 4 Hauling Operations
- 5 Transfer Stations
- 1 Landfill
- 2 Material Recovery Facilities (MRF’s)
- Over 300 Vehicles

St Louis Recycling Operations

- Modern, High-Tech Sorting
- Recover and Market over 15,000 tpm
- Handle over 70% of Greater St. Louis Volume
- Bring in Volume from 150-mile Radius
- Employ 130+ People in Recycling Alone

Recycling Markets

- Mainly Domestic
- Commodity Traded Globally
- Produce a Raw Product for Manufacturing
- Effected by Many Sources - Economy, China Sword, Weather, Uprisings, Pandemics, Boats Stuck in Canals, etc.
Current Recycling Situation

• Markets are up!
• Demand is Strong
• Supply is Behind
• Many Outside Pressures

Cardboard Prices Last 12 Months

Mix Paper Pricing
What's Driving This

Paper
• Pandemic – Food Packaging
• China Sword
• E-Commerce – Largest Reason
• Sustainable, Growth Expected 3-6% to Continue

What's Driving This

Containers
• RPET – Recycled PET Coke, Pepsi, others
• Automotive
• Construction
• Home Goods

Pandemic Effect
• Prior to Pandemic Plant was 60% Resi, 40% Commercial SS
• Residue Rates had Fallen to 8% by Volume
• Currently Resi is 80%, Commercial is 20%
• Residue Rates Have Risen to Over 11% by Volume
Pandemic Effect

• Toweling - Tissue
• Food Grades
• Panic buying
• At Home Effect
• Large Amounts of Cardboard Coming from Households

What Does the Future Hold?

• “Experts” Predicting Continued Growth
• Packaging and Bottlers Continue Demand
• Remember Slide 6, Many Outside Pressures Effect these Commodities

What Goes Up Must Comes Down

• Even Billionaires
Questions?