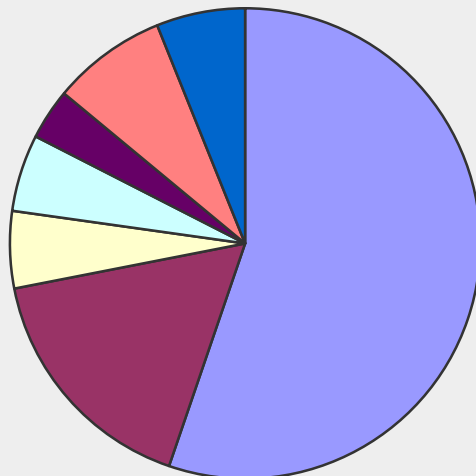


2012 State of the C&D Recycling Industry Survey Results

Which of the following best describes your primary job function:

Answer Options	Response Percent
Owner/partner	55.3%
President	16.7%
Corporate/executive officer	5.3%
Vice president	5.3%
General manager	3.5%
Operations manager or site supervisor	7.9%
Other manager	6.1%
Other (please specify)	

Which of the following best describes your primary job function:



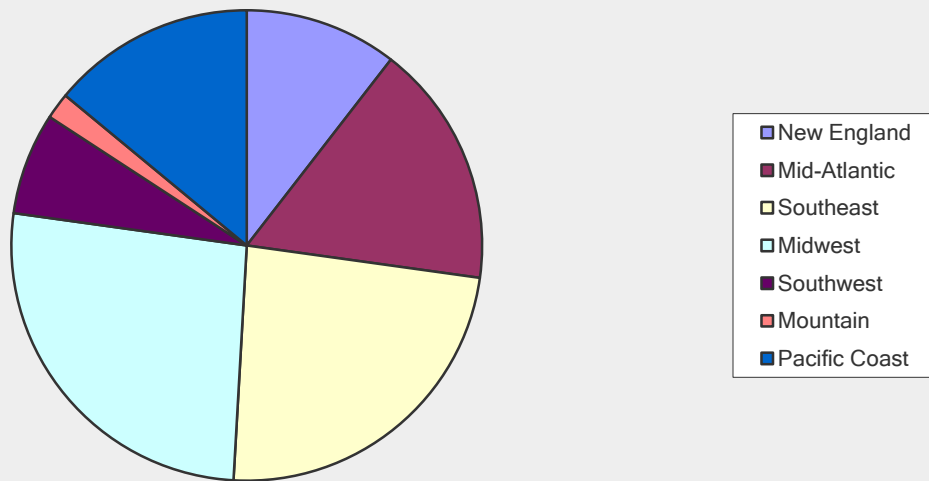
- Owner/partner
- President
- Corporate/executive officer
- Vice president
- General manager
- Operations manager or site supervisor
- Other manager

2012 State of the C&D Recycling Industry Survey Results

In which region is your plant or office located?

Answer Options	Response Percent
New England	10.5%
Mid-Atlantic	16.7%
Southeast	23.7%
Midwest	26.3%
Southwest	7.0%
Mountain	1.8%
Pacific Coast	14.0%

In which region is your plant or office located?

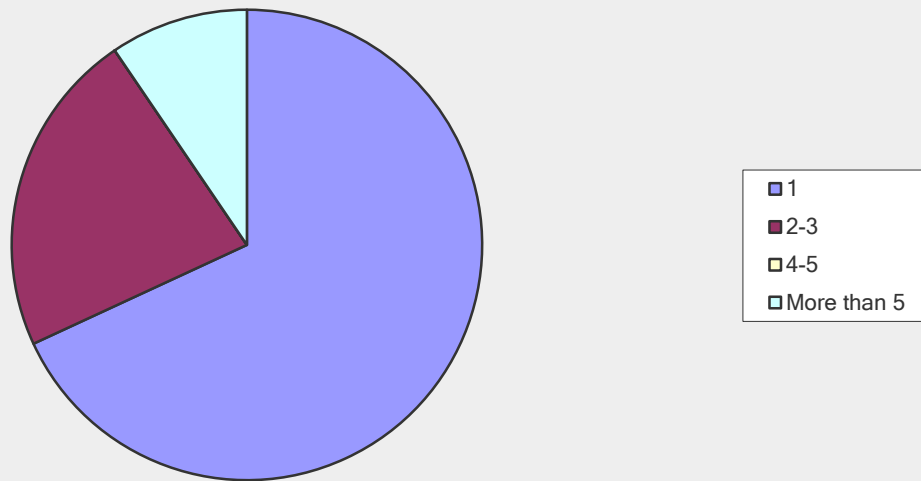


2012 State of the C&D Recycling Industry Survey Results

How many locations does your company have?

Answer Options	Response Percent
1	68.1%
2-3	22.4%
4-5	0.0%
More than 5	9.5%

How many locations does your company have?



2012 State of the C&D Recycling Industry Survey Results

When was your company founded?

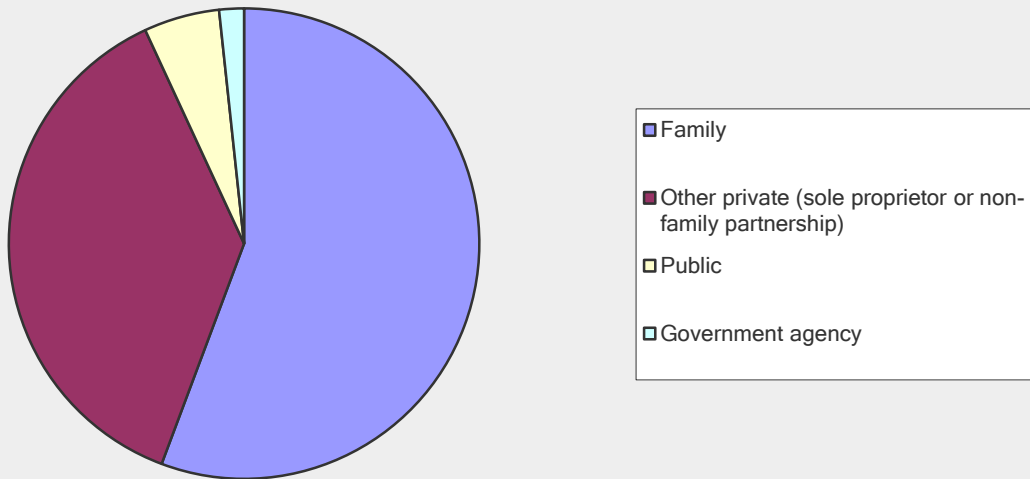
<u>Company Founded</u>	<u>Percentage</u>
Before 1950	13%
1950-1969	7%
1970s	7%
1980s	15%
1990s	22%
2000 or later	32%

2012 State of the C&D Recycling Industry Survey Results

Is your company ownership:

Answer Options	Response Percent
Family	55.7%
Other private (sole proprietor or non-family partnership)	37.4%
Public	5.2%
Government agency	1.7%

Is your company ownership:

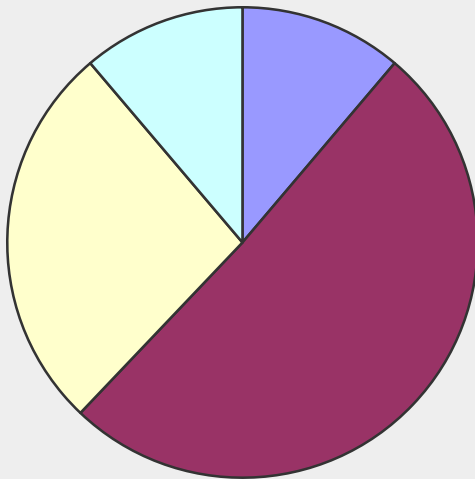


2012 State of the C&D Recycling Industry Survey Results

How would you rate the level of construction activity in your region?

Answer Options	Response Percent
Very healthy and growing	11.2%
Somewhat healthy but limited growth	50.9%
Stagnant	26.7%
Declining	11.2%

How would you rate the level of construction activity in your region?



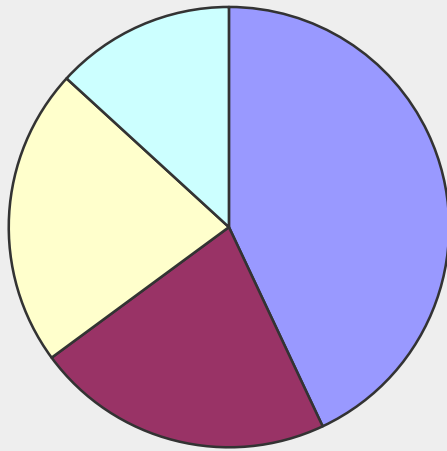
- Very healthy and growing
- Somewhat healthy but limited growth
- Stagnant
- Declining

2012 State of the C&D Recycling Industry Survey Results

Which construction segment would you rate as the healthiest in your region? (please chose only one)

Answer Options	Response Percent
Highways/infrastructure/public works	43.0%
Government/education/health care	21.9%
Commercial/office/retail	21.9%
Residential	13.2%

Which construction segment would you rate as the healthiest in your region?
(please chose only one)



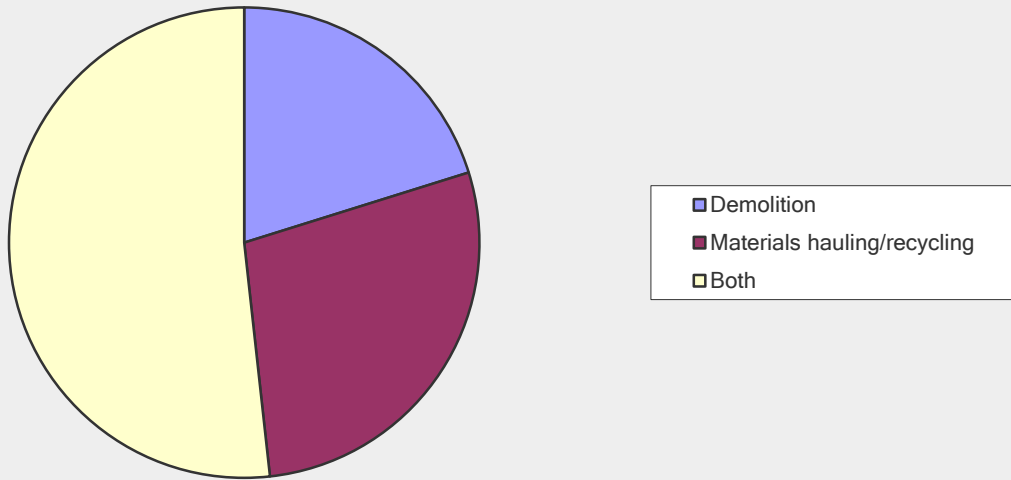
- Highways/infrastructure/public works
- Government/education/health care
- Commercial/office/retail
- Residential

2012 State of the C&D Recycling Industry Survey Results

Does your company offer:

Answer Options	Response Percent
Demolition	20.2%
Materials hauling/recycling	28.1%
Both	51.8%

Does your company offer:

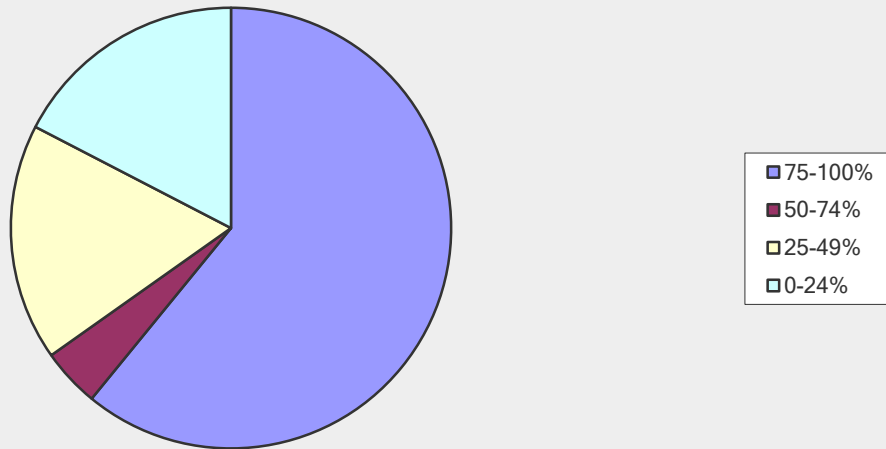


2012 State of the C&D Recycling Industry Survey Results

What portion of your demolition business is commercial or non-residential?

Answer Options	Response Percent
75-100%	60.9%
50-74%	4.3%
25-49%	17.4%
0-24%	17.4%

What portion of your demolition business is commercial or non-residential?

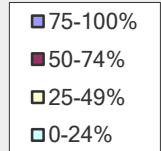
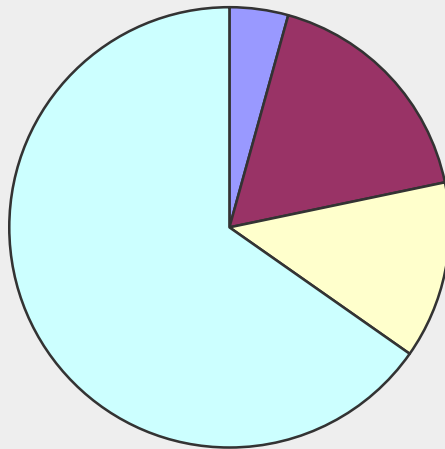


2012 State of the C&D Recycling Industry Survey Results

What portion of your demolition business involves projects valued at \$1 million or more?

Answer Options	Response Percent
75-100%	4.3%
50-74%	17.4%
25-49%	13.0%
0-24%	65.2%

What portion of your demolition business involves projects valued at \$1 million or more?

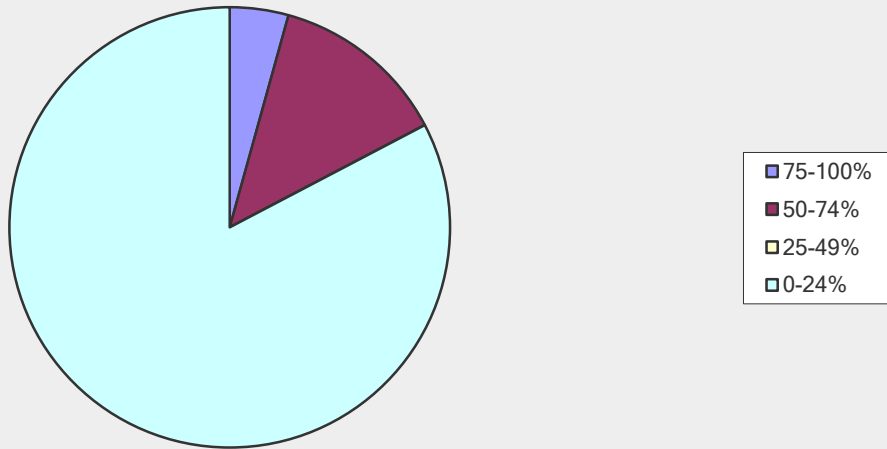


2012 State of the C&D Recycling Industry Survey Results

What percentage of your business is performed outside of your home state?

Answer Options	Response Percent
75-100%	4.3%
50-74%	13.0%
25-49%	0.0%
0-24%	82.6%

What percentage of your business is performed outside of your home state?

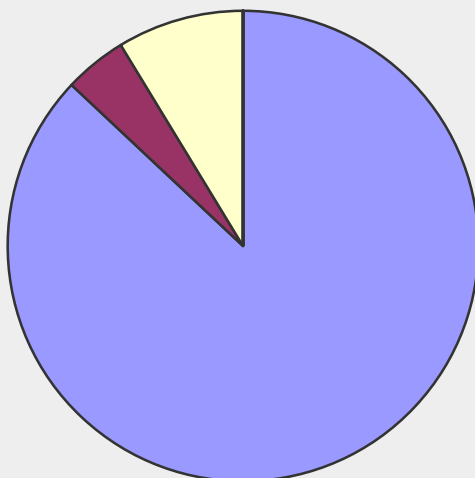


2012 State of the C&D Recycling Industry Survey Results

How many excavators/material handlers do you have in service?

Answer Options	Response Percent
0-5	87.0%
6-10	4.3%
11-24	8.7%
25-34	0.0%
35 or more	0.0%

How many excavators/material handlers do you have in service?

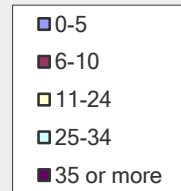
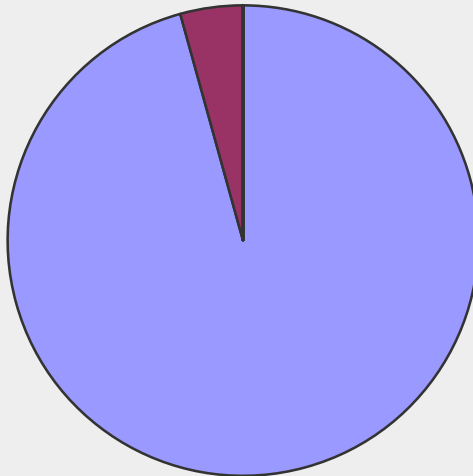


2012 State of the C&D Recycling Industry Survey Results

How many front-end loaders do you have in service?

Answer Options	Response Percent
0-5	95.7%
6-10	4.3%
11-24	0.0%
25-34	0.0%
35 or more	0.0%

How many front-end loaders do you have in service?

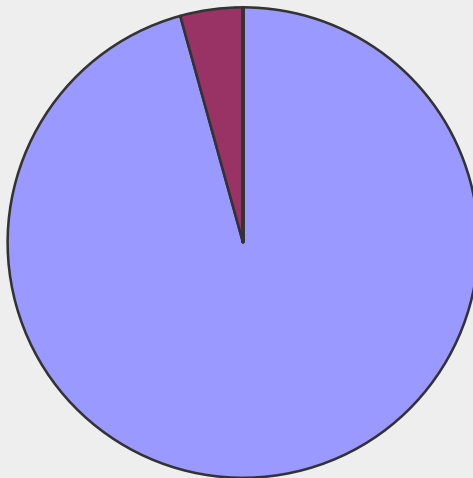


2012 State of the C&D Recycling Industry Survey Results

How many skid steer/compact loaders do you have in service?

Answer Options	Response Percent
0-5	95.7%
6-10	4.3%
11-24	0.0%
25-34	0.0%
35 or more	0.0%

How many skid steer/compact loaders do you have in service?

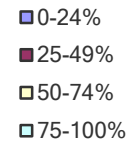
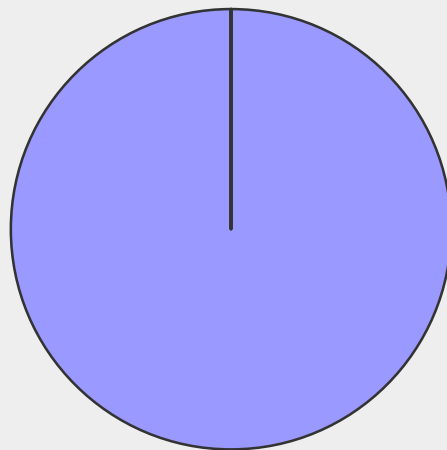


2012 State of the C&D Recycling Industry Survey Results

What portion of your revenue is generated from abatement and environmental services?

Answer Options	Response Percent
0-24%	100.0%
25-49%	0.0%
50-74%	0.0%
75-100%	0.0%

What portion of your revenue is generated from abatement and environmental services?

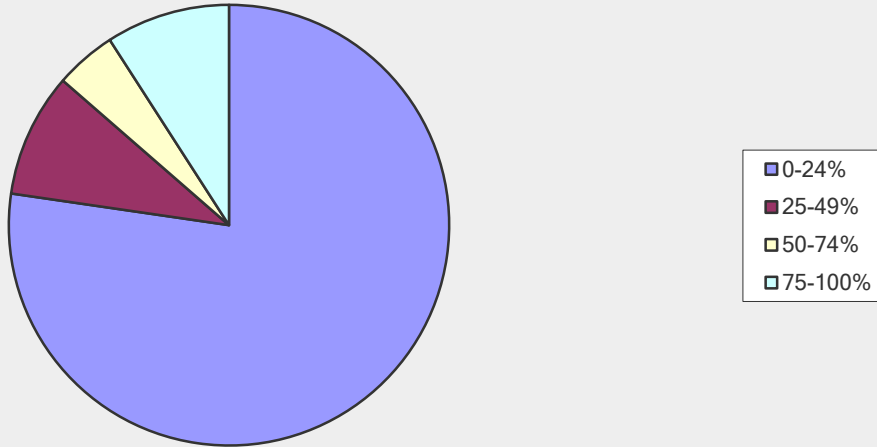


2012 State of the C&D Recycling Industry Survey Results

What portion of your revenue is generated from scrap metal sales and other recycling factors?

Answer Options	Response Percent
0-24%	77.3%
25-49%	9.1%
50-74%	4.5%
75-100%	9.1%

What portion of your revenue is generated from scrap metal sales and other recycling factors?

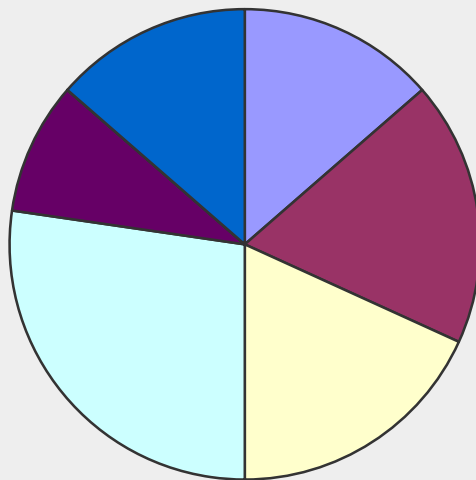


2012 State of the C&D Recycling Industry Survey Results

What is your activity level so far in 2012 compared to 2011?

Answer Options	Response Percent
More than 10% growth	13.6%
5-10% growth	18.2%
less than 5% growth	18.2%
Flat	27.3%
More than 5% decrease	9.1%
6-10% decrease	0.0%
More than 10% decrease	13.6%

What is your activity level so far in 2012 compared to 2011?



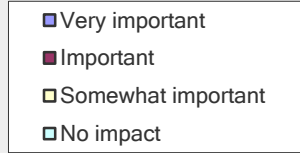
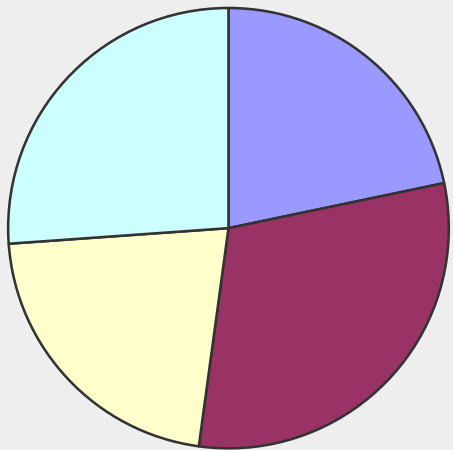
- More than 10% growth
- 5-10% growth
- less than 5% growth
- Flat
- More than 5% decrease
- 6-10% decrease
- More than 10% decrease

2012 State of the C&D Recycling Industry Survey Results

How important is the revenue stream from recycling to your future capital expenditures decisions?

Answer Options	Response Percent
Very important	21.7%
Important	30.4%
Somewhat important	21.7%
No impact	26.1%

How important is the revenue stream from recycling to your future capital expenditures decisions?

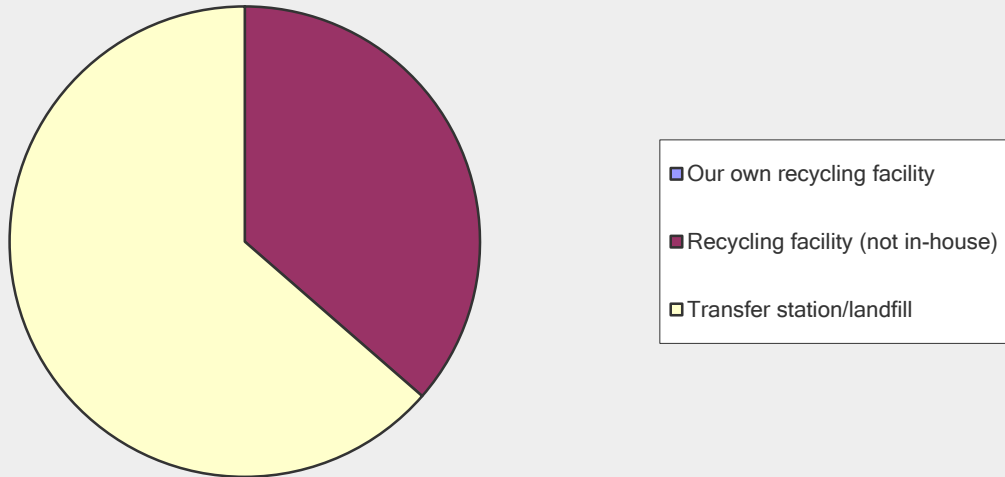


2012 State of the C&D Recycling Industry Survey Results

To where do you haul your mixed material loads?

Answer Options	Response Percent
Our own recycling facility	0.0%
Recycling facility (not in-house)	36.4%
Transfer station/landfill	63.6%

To where do you haul your mixed material loads?

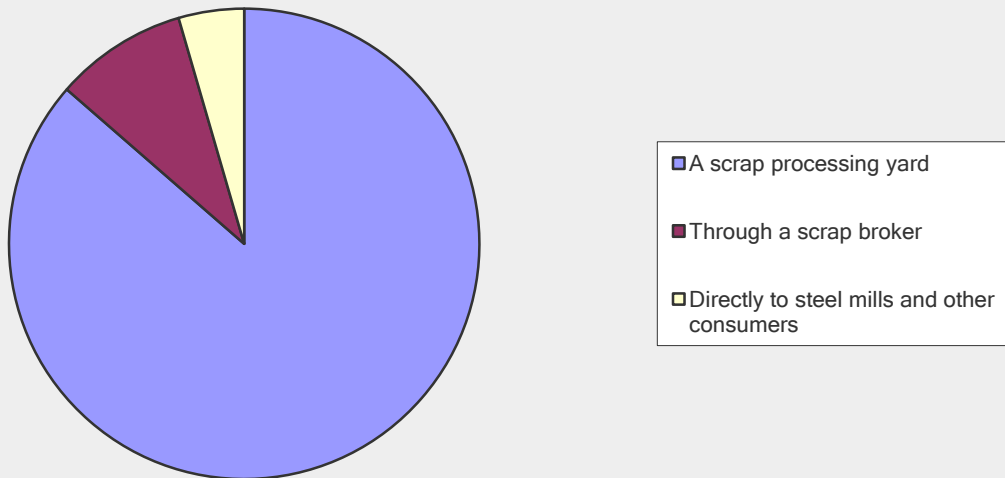


2012 State of the C&D Recycling Industry Survey Results

To whom do you sell scrap metal?

Answer Options	Response Percent
A scrap processing yard	86.4%
Through a scrap broker	9.1%
Directly to steel mills and other consumers	4.5%

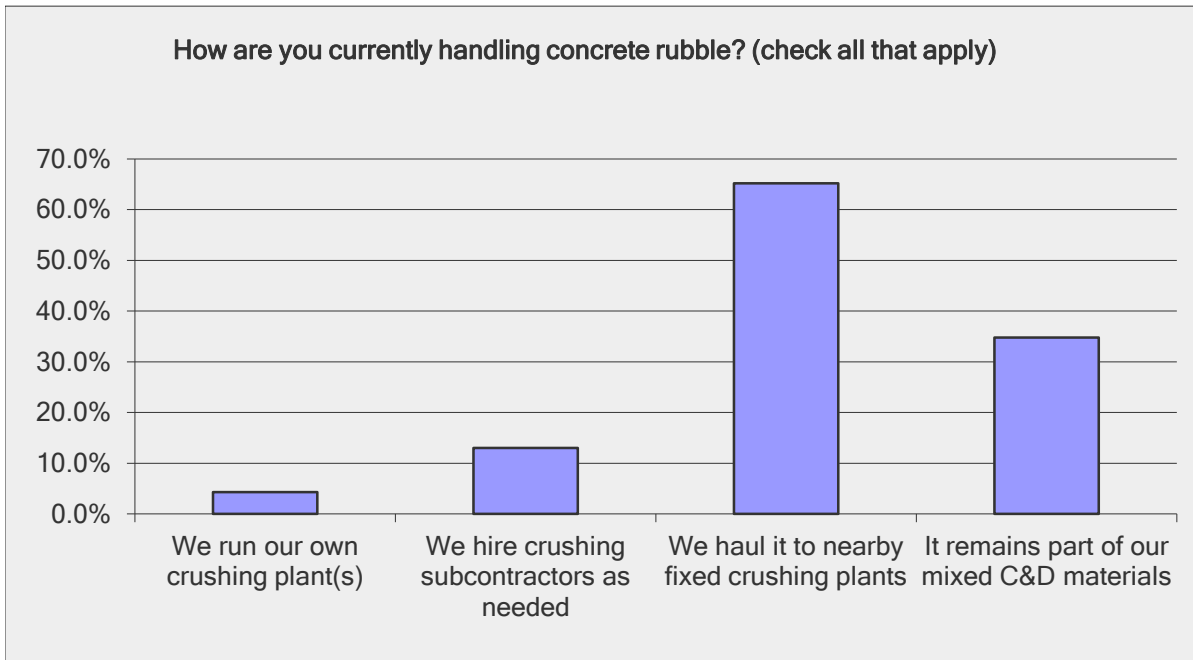
To whom do you sell scrap metal?



2012 State of the C&D Recycling Industry Survey Results

How are you currently handling concrete rubble? (check all that apply)

Answer Options	Response Percent
We run our own crushing plant(s)	4.3%
We hire crushing subcontractors as needed	13.0%
We haul it to nearby fixed crushing plants	65.2%
It remains part of our mixed C&D materials	34.8%

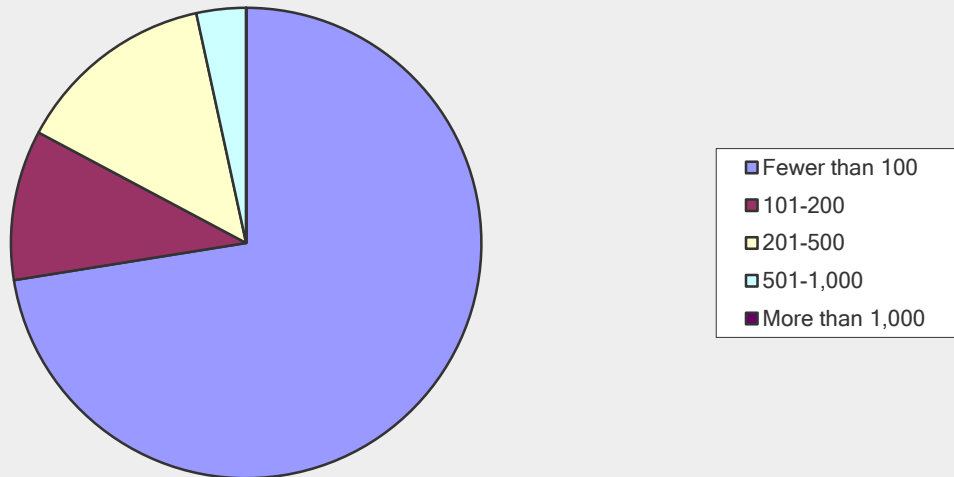


2012 State of the C&D Recycling Industry Survey Results

How many containers do you own?

Answer Options	Response Percent
Fewer than 100	72.4%
101-200	10.3%
201-500	13.8%
501-1,000	3.4%
More than 1,000	0.0%

How many containers do you own?

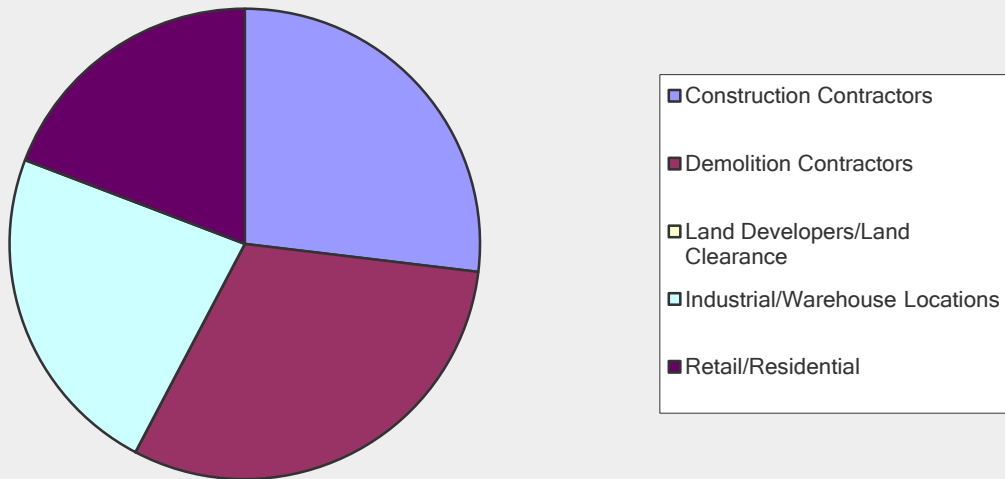


2012 State of the C&D Recycling Industry Survey Results

What types of customers do you serve? (check all that apply)

Answer Options	Response Percent
Construction Contractors	26.9%
Demolition Contractors	30.8%
Land Developers/Land Clearance	0.0%
Industrial/Warehouse Locations	23.1%
Retail/Residential	19.2%
Other (please specify)	

What types of customers do you serve? (check all that apply)

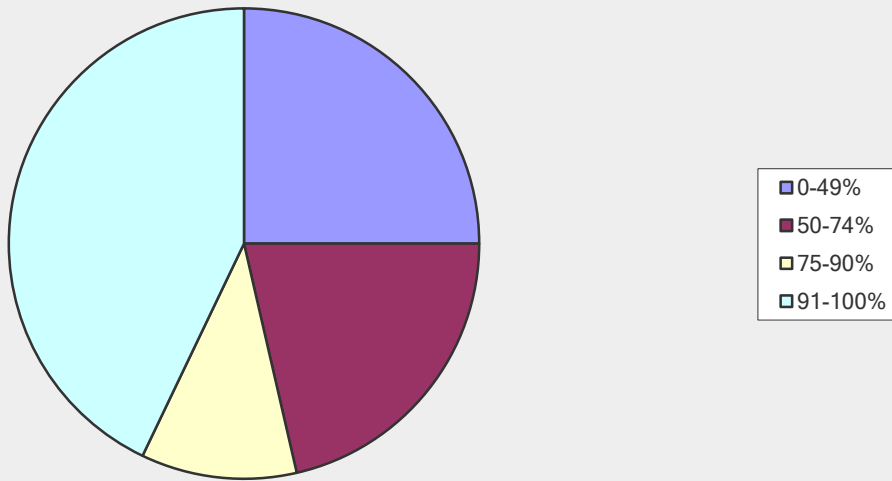


2012 State of the C&D Recycling Industry Survey Results

What percentage of your customers request recycling?

Answer Options	Response Percent
0-49%	25.0%
50-74%	21.4%
75-90%	10.7%
91-100%	42.9%

What percentage of your customers request recycling?

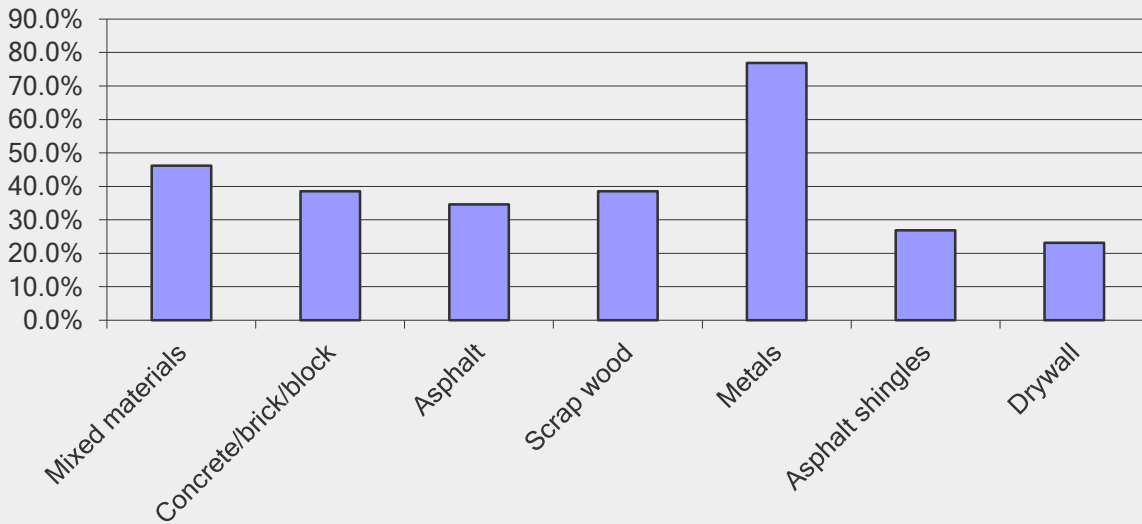


2012 State of the C&D Recycling Industry Survey Results

What materials does your company handle? (check all that apply)

Answer Options	Response Percent
Mixed materials	46.2%
Concrete/brick/block	38.5%
Asphalt	34.6%
Scrap wood	38.5%
Metals	76.9%
Asphalt shingles	26.9%
Drywall	23.1%
Other (please specify)	

What materials does your company handle? (check all that apply)



2012 State of the C&D Recycling Industry Survey Results

If you handle or process wood, which markets do you sell into? (check all that apply)

Answer Options	Response Percent
Boiler fuel	54.5%
Wood stove pellets	9.1%
Mulch/landscaping products	45.5%
MDF or other building products	0.0%
Animal bedding	27.3%
Reusable/salvaged timber and lumber	9.1%
Other (please specify)	

If you handle or process wood, which markets do you sell into? (check all that apply)

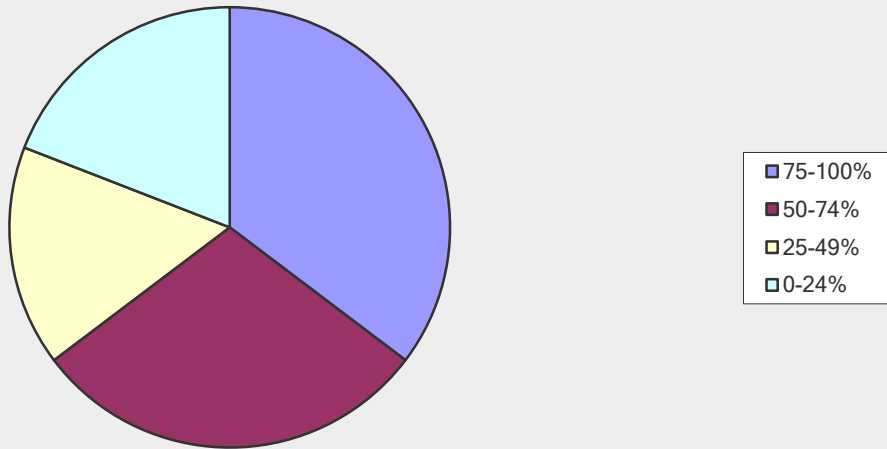


2012 State of the C&D Recycling Industry Survey Results

What portion of your demolition business is commercial or non-residential?

Answer Options	Response Percent
75-100%	35.3%
50-74%	29.4%
25-49%	16.2%
0-24%	19.1%

What portion of your demolition business is commercial or non-residential?

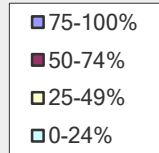
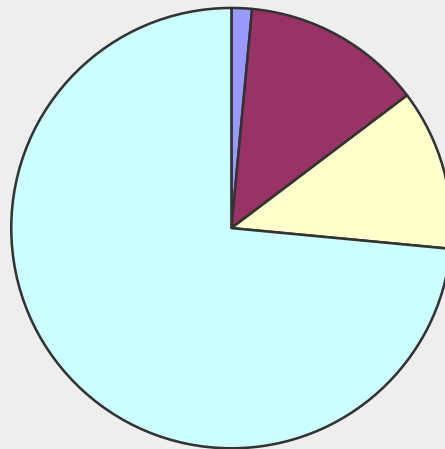


2012 State of the C&D Recycling Industry Survey Results

What portion of your demolition business involves projects valued at \$1 million or more?

Answer Options	Response Percent
75-100%	1.5%
50-74%	13.2%
25-49%	11.8%
0-24%	73.5%

What portion of your demolition business involves projects valued at \$1 million or more?

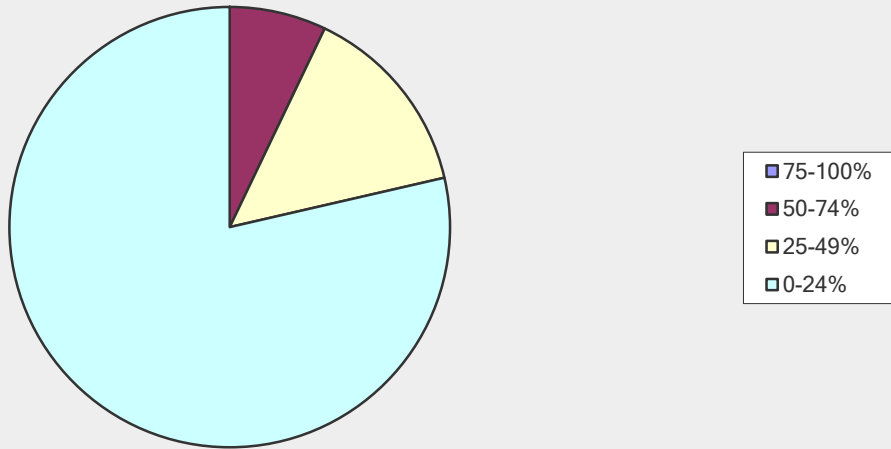


2012 State of the C&D Recycling Industry Survey Results

What percentage of your business is performed outside of your home state?

Answer Options	Response Percent
75-100%	0.0%
50-74%	7.1%
25-49%	14.3%
0-24%	78.6%

What percentage of your business is performed outside of your home state?

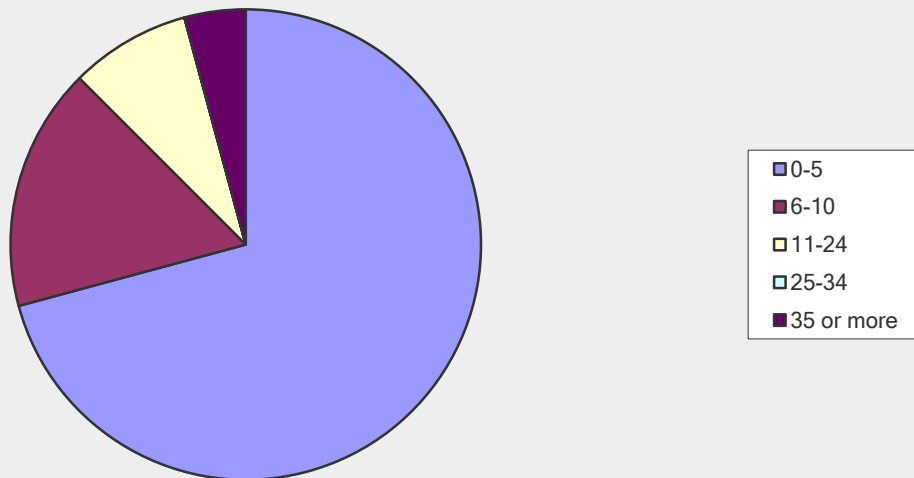


2012 State of the C&D Recycling Industry Survey Results

How many excavators/material handlers do you have in service?

Answer Options	Response Percent
0-5	70.8%
6-10	16.7%
11-24	8.3%
25-34	0.0%
35 or more	4.2%

How many excavators/material handlers do you have in service?

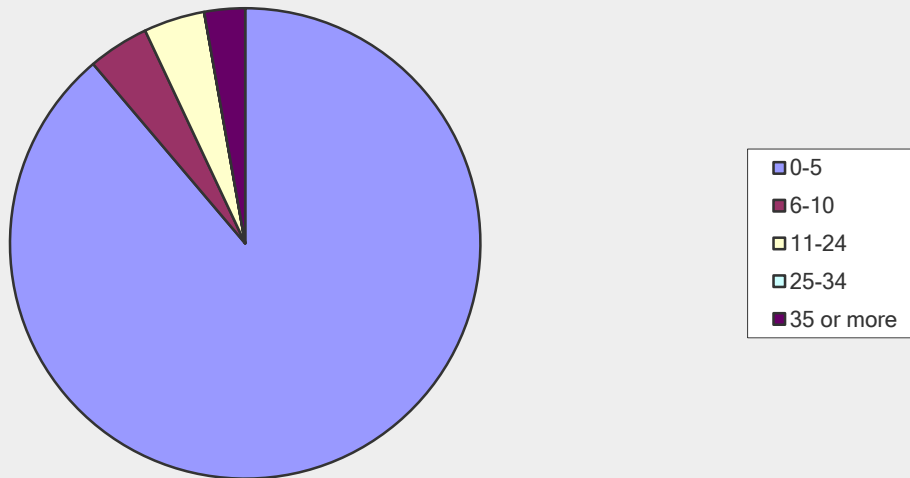


2012 State of the C&D Recycling Industry Survey Results

How many front-end loaders do you have in service?

Answer Options	Response Percent
0-5	88.9%
6-10	4.2%
11-24	4.2%
25-34	0.0%
35 or more	2.8%

How many front-end loaders do you have in service?

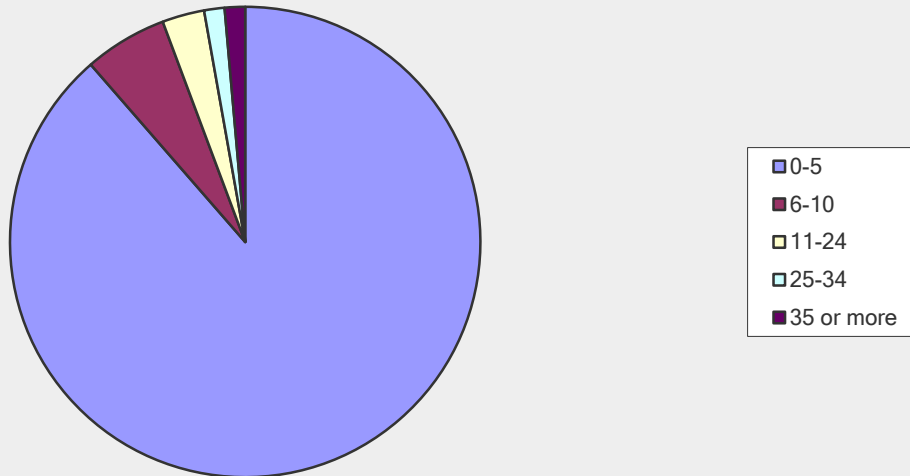


2012 State of the C&D Recycling Industry Survey Results

How many skid steer/compact loaders do you have in service?

Answer Options	Response Percent
0-5	88.6%
6-10	5.7%
11-24	2.9%
25-34	1.4%
35 or more	1.4%

How many skid steer/compact loaders do you have in service?

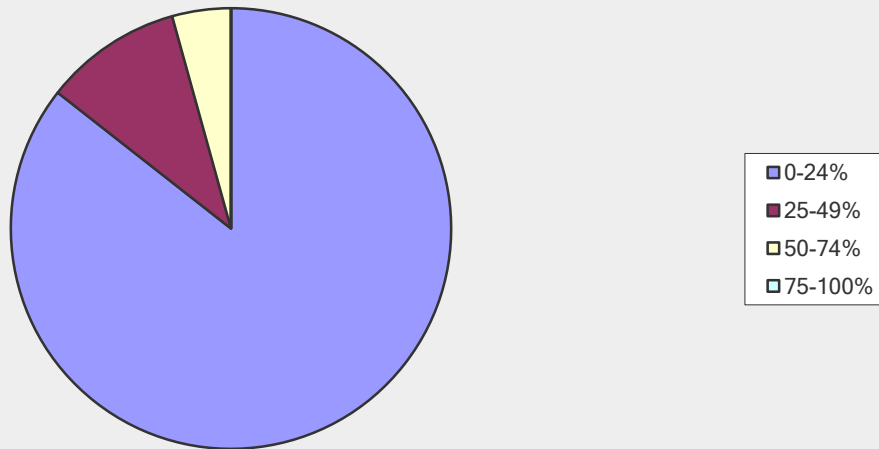


2012 State of the C&D Recycling Industry Survey Results

What portion of your revenue is generated from abatement and environmental services?

Answer Options	Response Percent
0-24%	85.5%
25-49%	10.1%
50-74%	4.3%
75-100%	0.0%

What portion of your revenue is generated from abatement and environmental services?

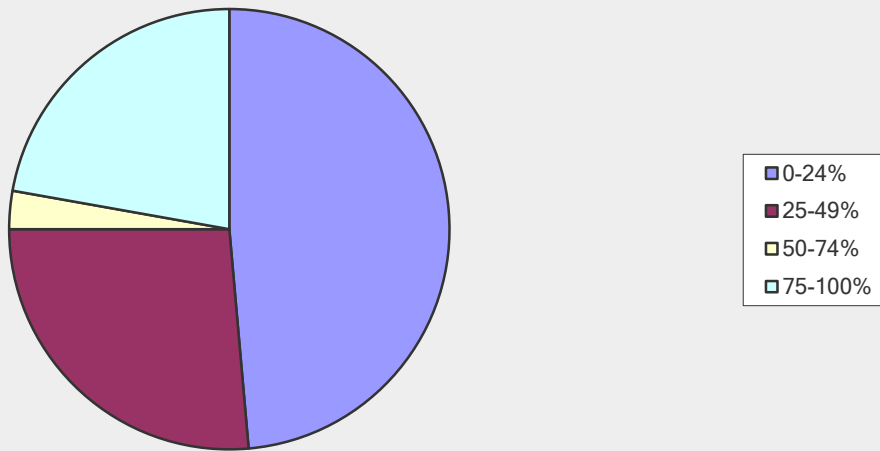


2012 State of the C&D Recycling Industry Survey Results

What portion of your revenue is generated from scrap metal sales and other recycling factors?

Answer Options	Response Percent
0-24%	48.6%
25-49%	26.4%
50-74%	2.8%
75-100%	22.2%

What portion of your revenue is generated from scrap metal sales and other recycling factors?

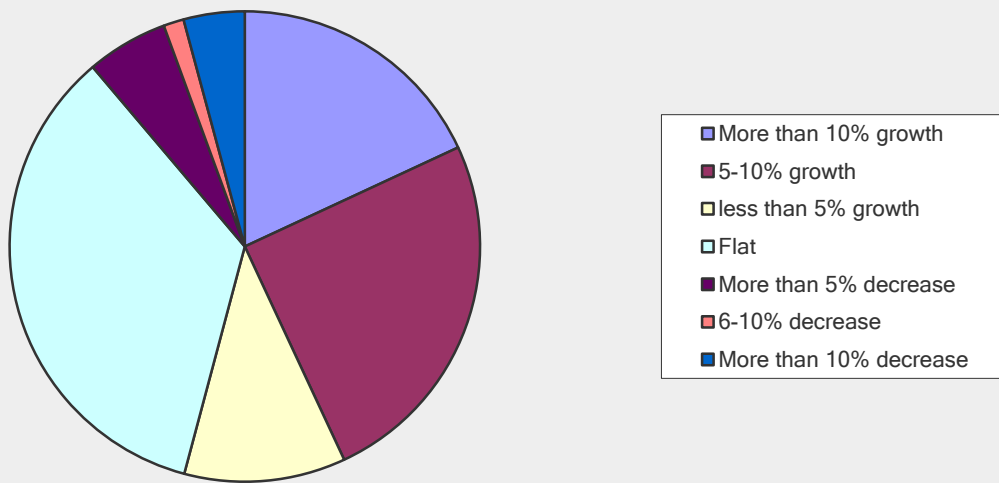


2012 State of the C&D Recycling Industry Survey Results

What is your activity level so far in 2012 compared to 2011?

Answer Options	Response Percent
More than 10% growth	18.1%
5-10% growth	25.0%
less than 5% growth	11.1%
Flat	34.7%
More than 5% decrease	5.6%
6-10% decrease	1.4%
More than 10% decrease	4.2%

What is your activity level so far in 2012 compared to 2011?

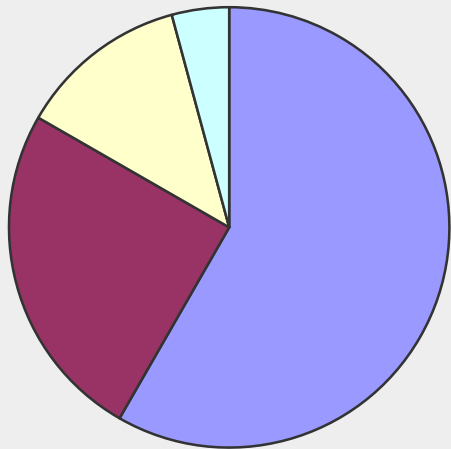


2012 State of the C&D Recycling Industry Survey Results

How important is the revenue stream from recycling to your future capital expenditures decisions?

Answer Options	Response Percent
Very important	58.3%
Important	25.0%
Somewhat important	12.5%
No impact	4.2%

How important is the revenue stream from recycling to your future capital expenditures decisions?



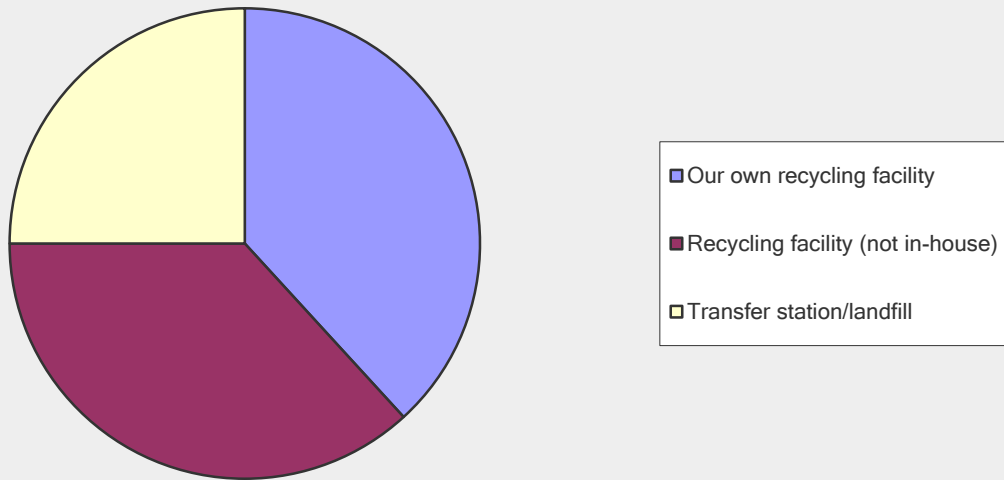
- Very important
- Important
- Somewhat important
- No impact

2012 State of the C&D Recycling Industry Survey Results

To where do you haul your mixed material loads?

Answer Options	Response Percent
Our own recycling facility	38.2%
Recycling facility (not in-house)	36.8%
Transfer station/landfill	25.0%

To where do you haul your mixed material loads?

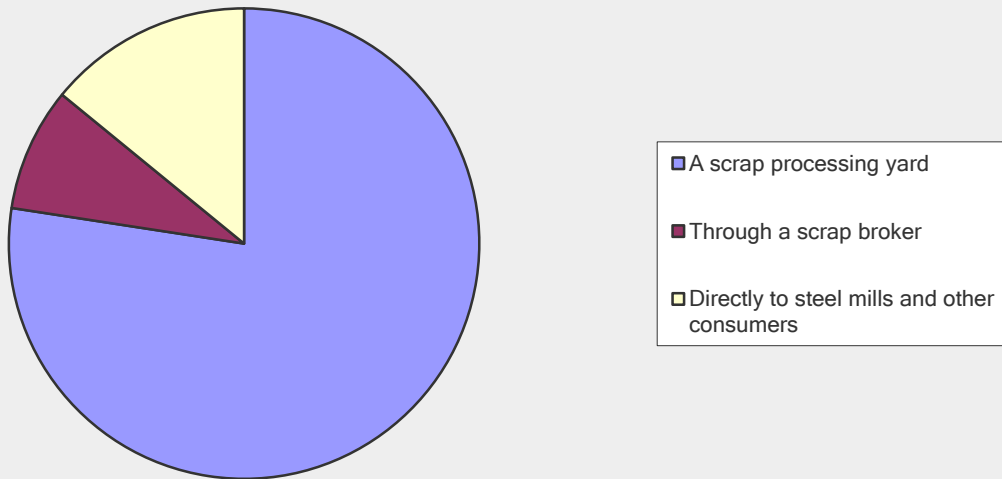


2012 State of the C&D Recycling Industry Survey Results

To whom do you sell scrap metal?

Answer Options	Response Percent
A scrap processing yard	77.5%
Through a scrap broker	8.5%
Directly to steel mills and other consumers	14.1%

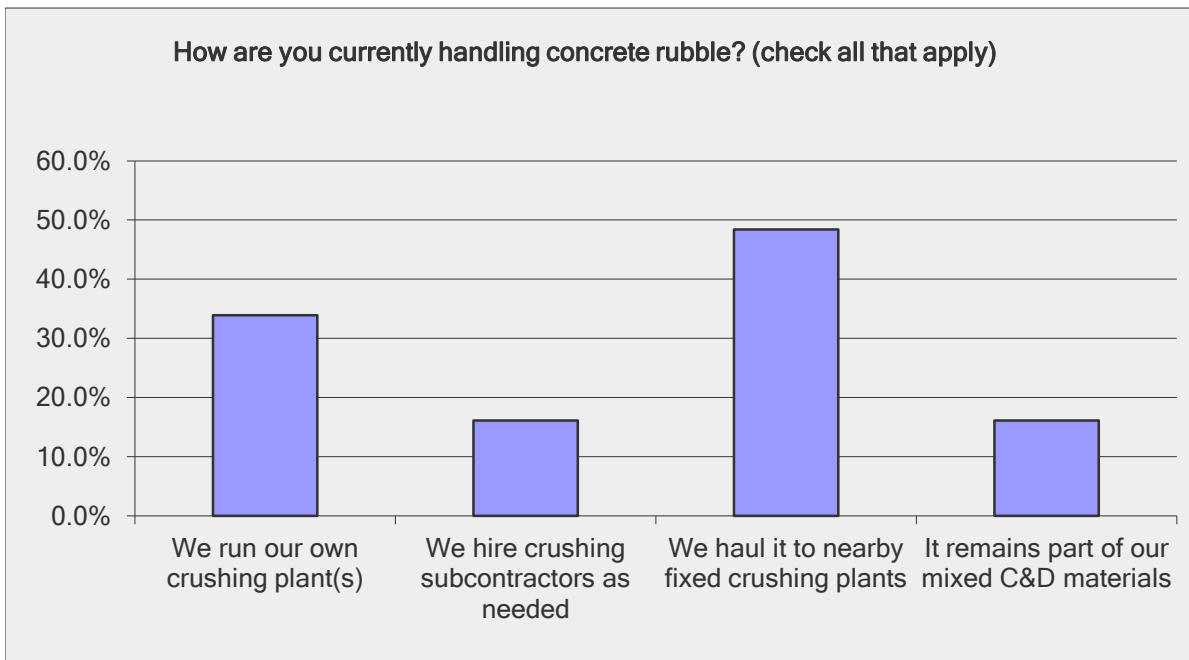
To whom do you sell scrap metal?



2012 State of the C&D Recycling Industry Survey Results

How are you currently handling concrete rubble? (check all that apply)

Answer Options	Response Percent
We run our own crushing plant(s)	33.9%
We hire crushing subcontractors as needed	16.1%
We haul it to nearby fixed crushing plants	48.4%
It remains part of our mixed C&D materials	16.1%

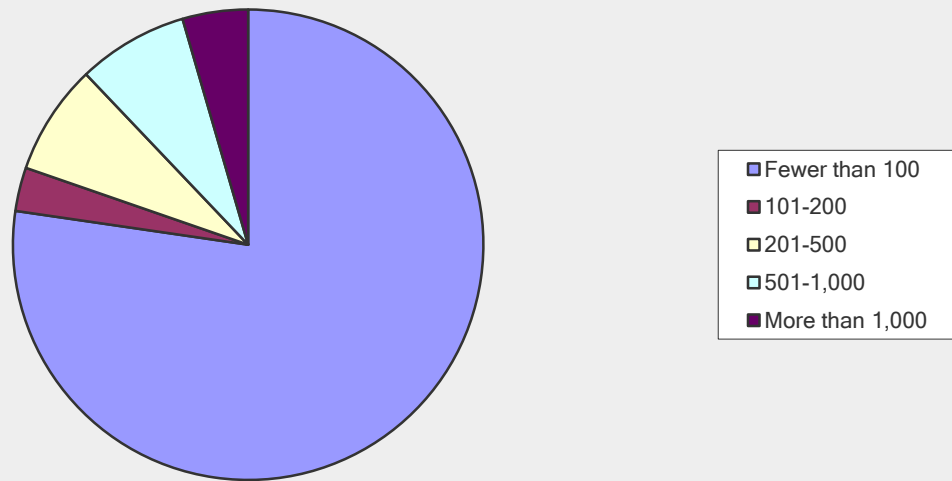


2012 State of the C&D Recycling Industry Survey Results

How many containers do you own?

Answer Options	Response Percent
Fewer than 100	77.3%
101-200	3.0%
201-500	7.6%
501-1,000	7.6%
More than 1,000	4.5%

How many containers do you own?

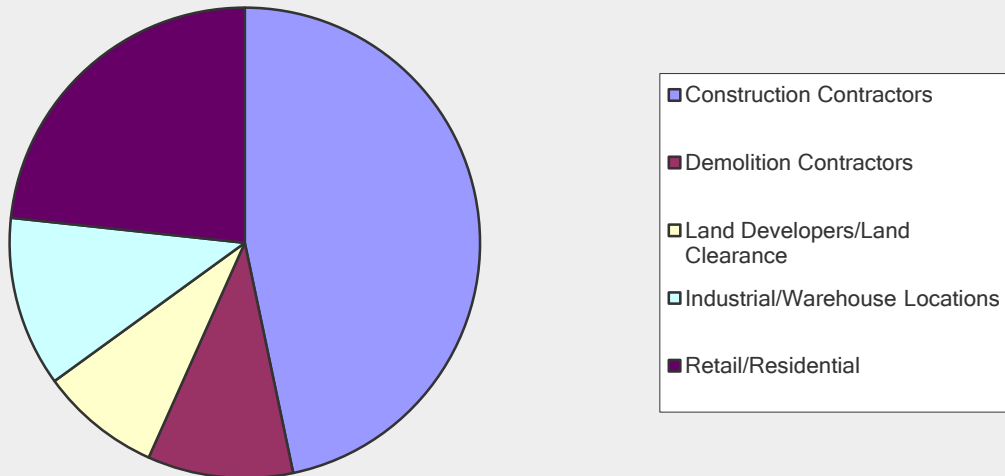


2012 State of the C&D Recycling Industry Survey Results

What types of customers do you serve? (check all that apply)

Answer Options	Response Percent
Construction Contractors	46.7%
Demolition Contractors	10.0%
Land Developers/Land Clearance	8.3%
Industrial/Warehouse Locations	11.7%
Retail/Residential	23.3%
Other (please specify)	

What types of customers do you serve? (check all that apply)

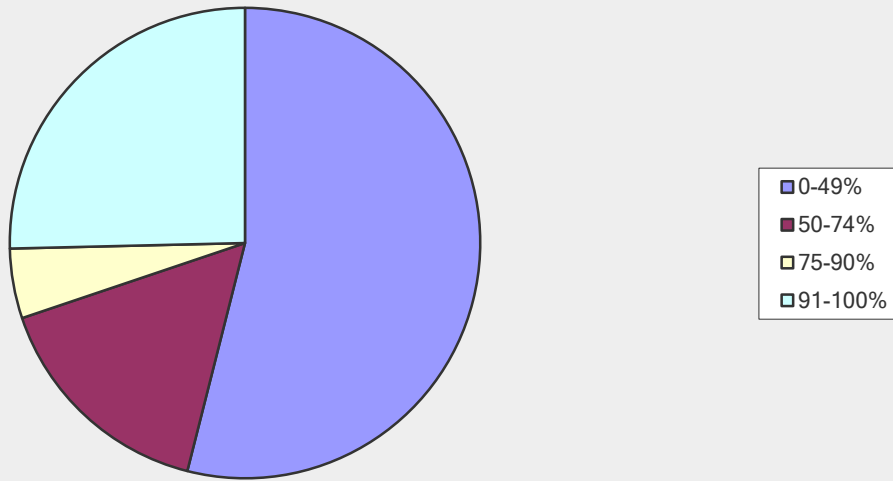


2012 State of the C&D Recycling Industry Survey Results

What percentage of your customers request recycling?

Answer Options	Response Percent
0-49%	54.0%
50-74%	15.9%
75-90%	4.8%
91-100%	25.4%

What percentage of your customers request recycling?

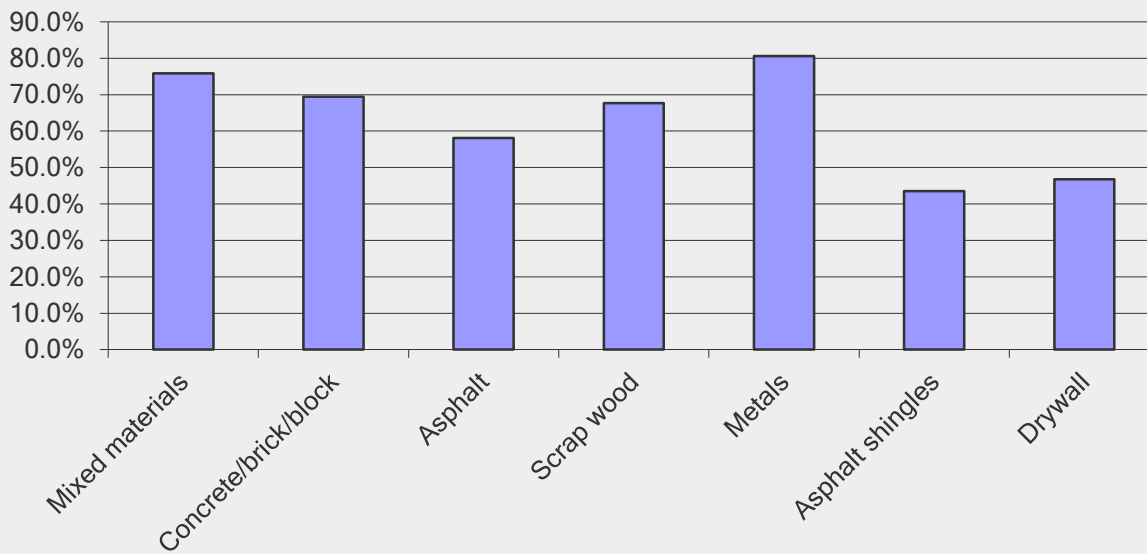


2012 State of the C&D Recycling Industry Survey Results

What materials does your company handle? (check all that apply)

Answer Options	Response Percent
Mixed materials	75.8%
Concrete/brick/block	69.4%
Asphalt	58.1%
Scrap wood	67.7%
Metals	80.6%
Asphalt shingles	43.5%
Drywall	46.8%
Other (please specify)	

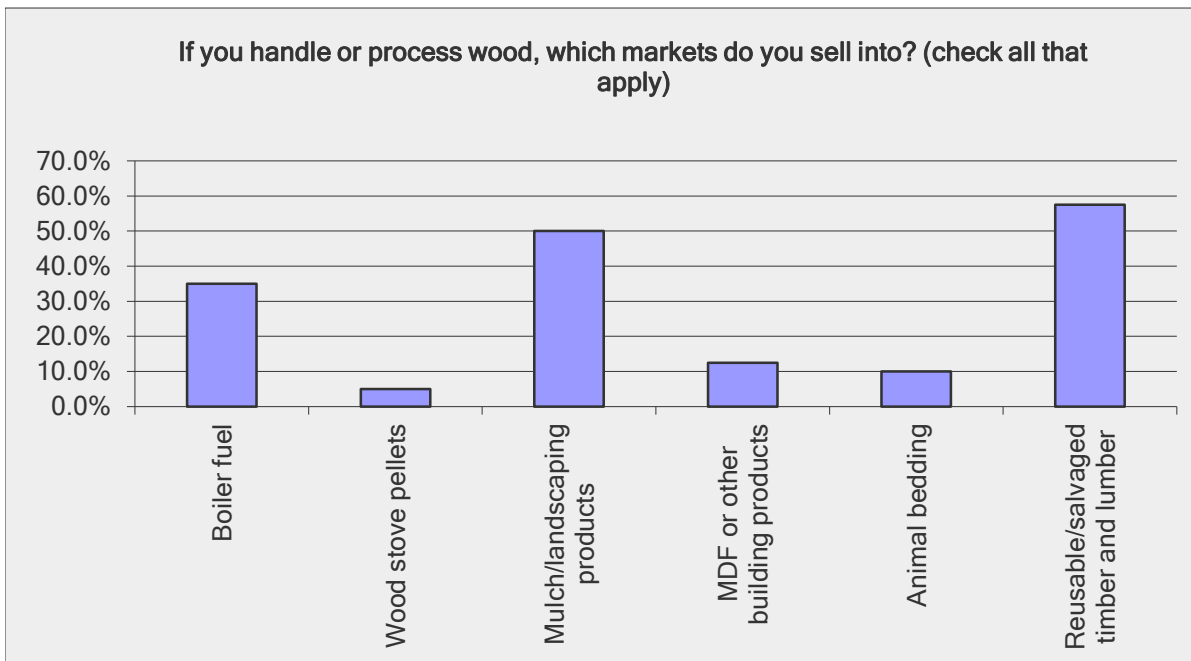
What materials does your company handle? (check all that apply)



2012 State of the C&D Recycling Industry Survey Results

If you handle or process wood, which markets do you sell into? (check all that apply)

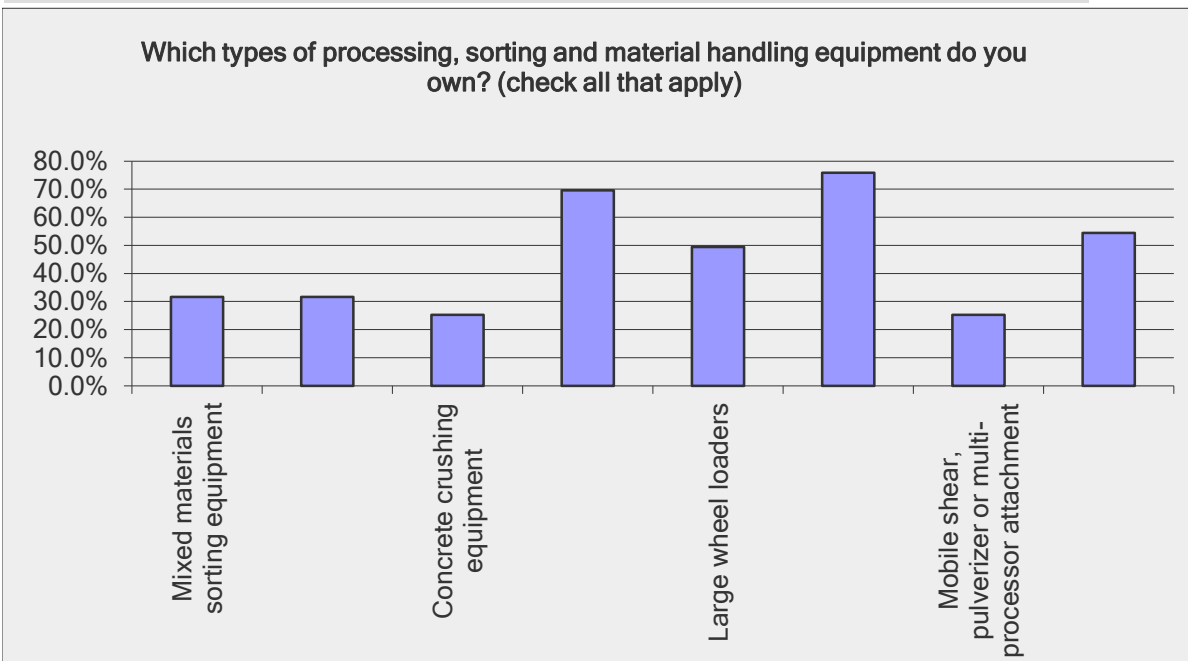
Answer Options	Response Percent
Boiler fuel	35.0%
Wood stove pellets	5.0%
Mulch/landscaping products	50.0%
MDF or other building products	12.5%
Animal bedding	10.0%
Reusable/salvaged timber and lumber	57.5%
Other (please specify)	



2012 State of the C&D Recycling Industry Survey Results

Which types of processing, sorting and material handling equipment do you own? (check all that apply)

Answer Options	Response Percent
Mixed materials sorting equipment	31.6%
Grinding/shredding equipment	31.6%
Concrete crushing equipment	25.3%
Excavators/hydraulic material handlers	69.6%
Large wheel loaders	49.4%
Skid steer loaders	75.9%
Mobile shear, pulverizer or multi-processor attachment	25.3%
Breaker/hammer attachment	54.4%

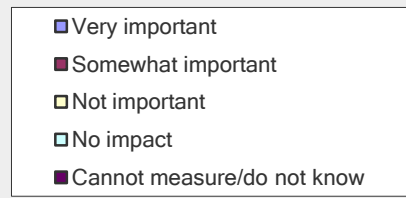
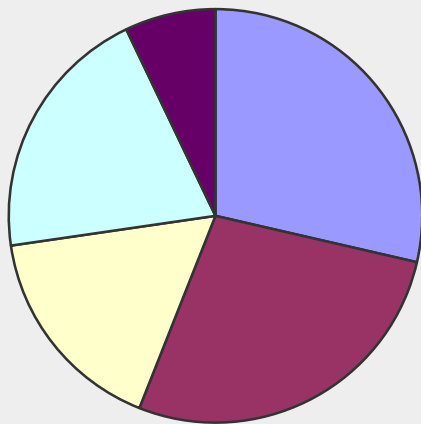


2012 State of the C&D Recycling Industry Survey Results

How important would you estimate green building practices such as the LEED rating system have been as a source of business for your company in the past five years?

Answer Options	Response Percent
Very important	28.6%
Somewhat important	27.4%
Not important	16.7%
No impact	20.2%
Cannot measure/do not know	7.1%

How important would you estimate green building practices such as the LEED rating system have been as a source of business for your company in the past five years?

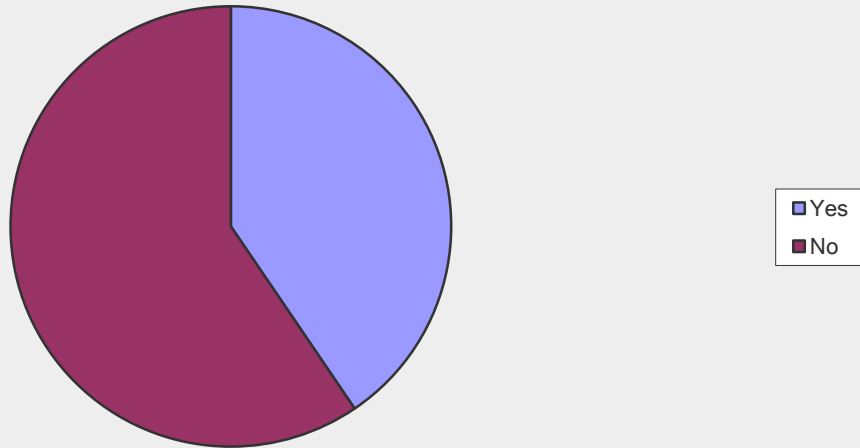


2012 State of the C&D Recycling Industry Survey Results

Do you offer a LEED scorecard to verify a recycling rate to your customers?

Answer Options	Response Percent
Yes	40.5%
No	59.5%

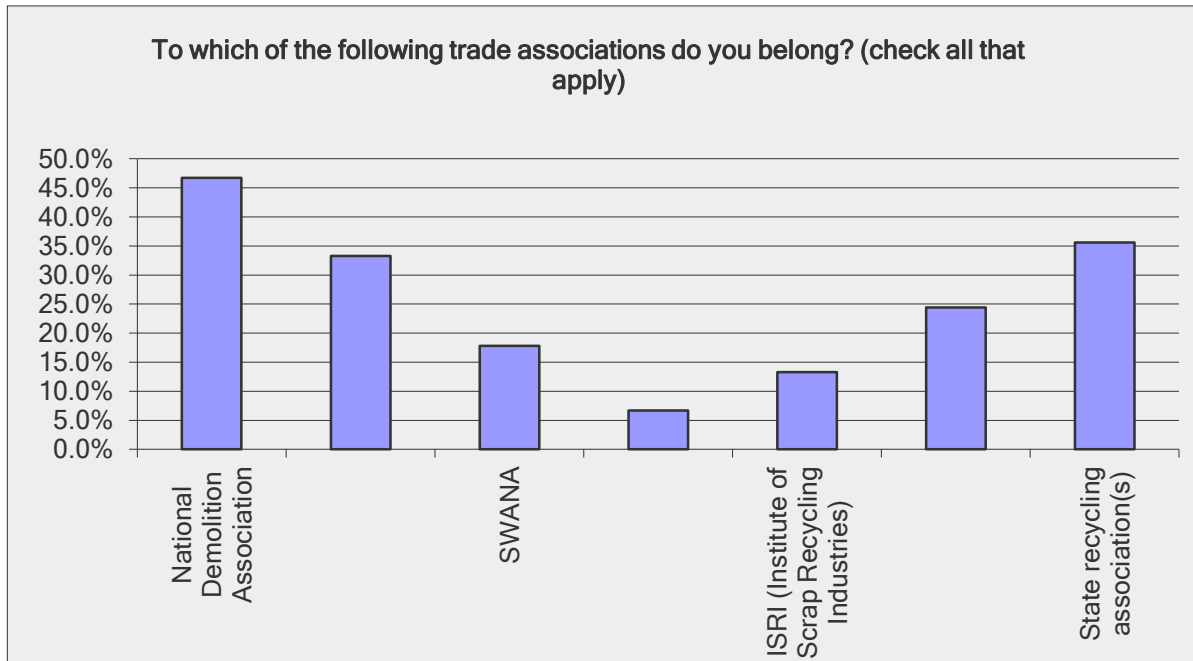
Do you offer a LEED scorecard to verify a recycling rate to your customers?



2012 State of the C&D Recycling Industry Survey Results

To which of the following trade associations do you belong? (check all that apply)

Answer Options	Response Percent
National Demolition Association	46.7%
Construction Materials Recycling Association	33.3%
SWANA	17.8%
NSWMA/EIA	6.7%
ISRI (Institute of Scrap Recycling Industries)	13.3%
AGC	24.4%
State recycling association(s)	35.6%

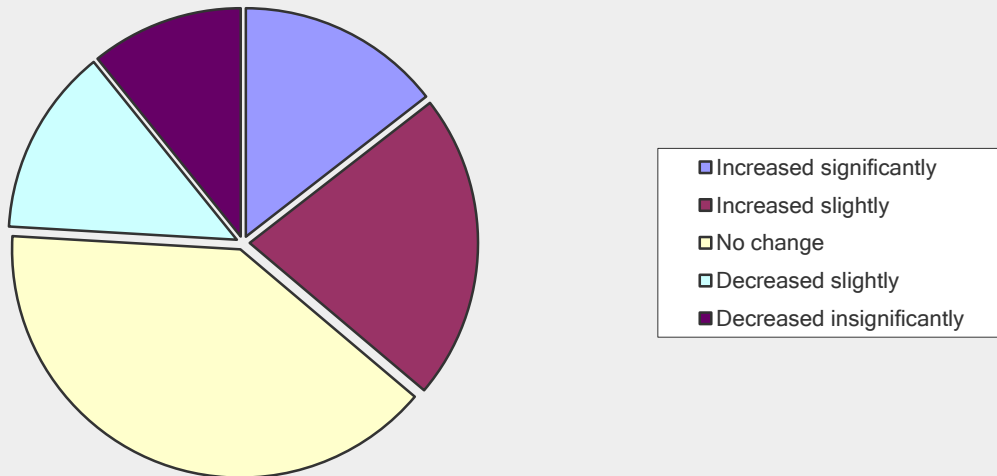


2012 State of the C&D Recycling Industry Survey Results

How does your 2012 equipment budget compare to 2011?

Answer Options	Response Percent
Increased significantly	14.5%
Increased slightly	21.7%
No change	39.8%
Decreased slightly	13.3%
Decreased insignificantly	10.8%

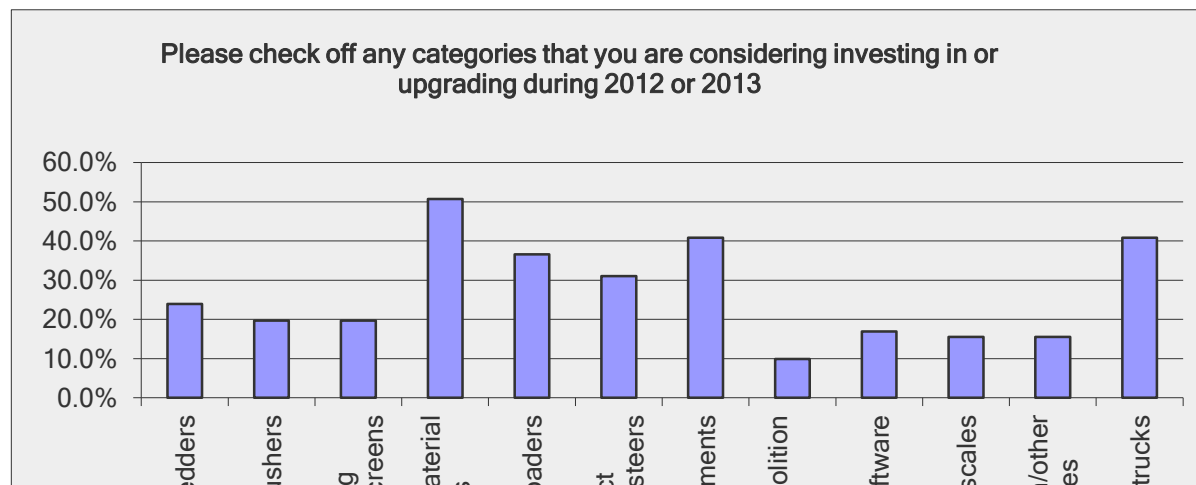
How does your 2012 equipment budget compare to 2011?



2012 State of the C&D Recycling Industry Survey Results

Please check off any categories that you are considering investing in or upgrading during 2012 or 2013

Answer Options	Response Percent
Grinders/shredders	23.9%
Concrete crushers	19.7%
Sorting systems/screens	19.7%
Excavators/material handlers	50.7%
Loaders	36.6%
Compact loaders/skid steers	31.0%
Attachments	40.8%
Robotic demolition tools	9.9%
Software	16.9%
Truck scales	15.5%
Collection/other vehicles	15.5%
Containers/trucks	40.8%
Other (please specify)	



Grinders/shre

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systems/sc

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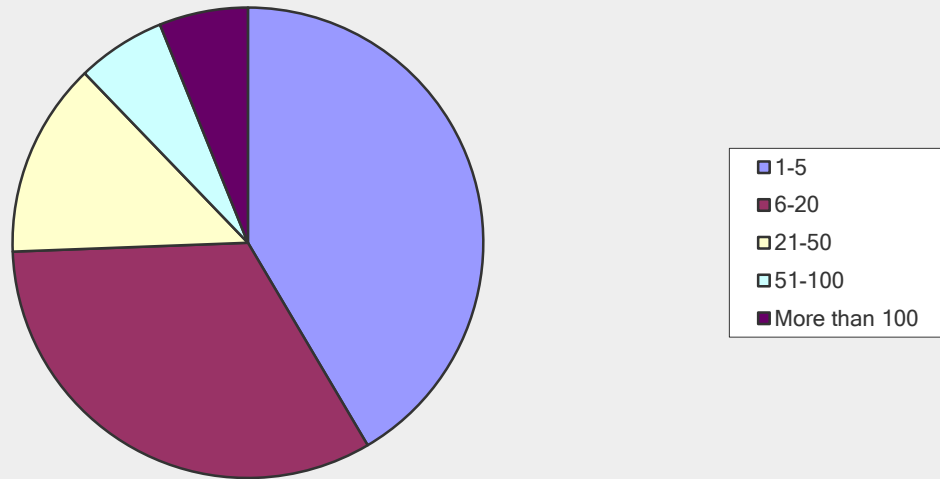
Containers/

2012 State of the C&D Recycling Industry Survey Results

How many full time employees do you have?

Answer Options	Response Percent
1-5	41.5%
6-20	32.9%
21-50	13.4%
51-100	6.1%
More than 100	6.1%

How many full time employees do you have?

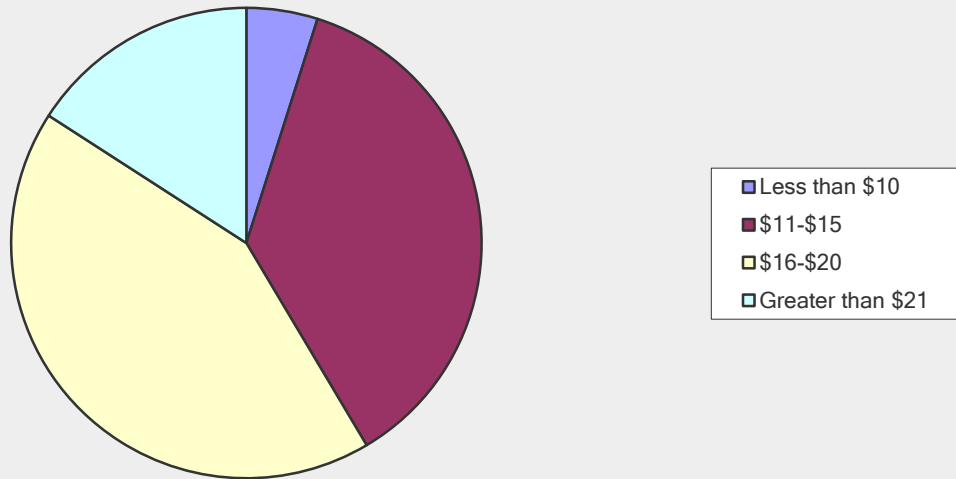


2012 State of the C&D Recycling Industry Survey Results

What is the average hourly wage paid to your employees?

Answer Options	Response Percent
Less than \$10	4.9%
\$11-\$15	36.6%
\$16-\$20	42.7%
Greater than \$21	15.9%

What is the average hourly wage paid to your employees?

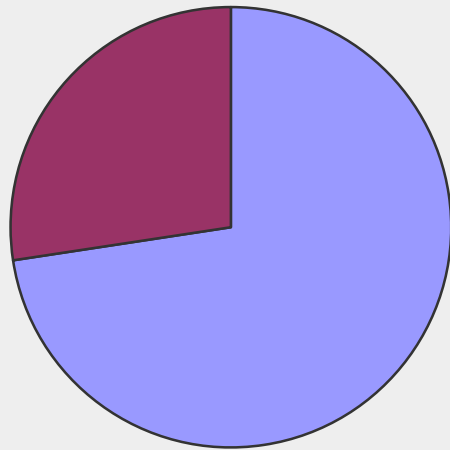


2012 State of the C&D Recycling Industry Survey Results

Do you feel your region offers enough qualified workers to satisfy your business needs?

Answer Options	Response Percent
Yes	72.6%
No	27.4%

Do you feel your region offers enough qualified workers to satisfy your business needs?

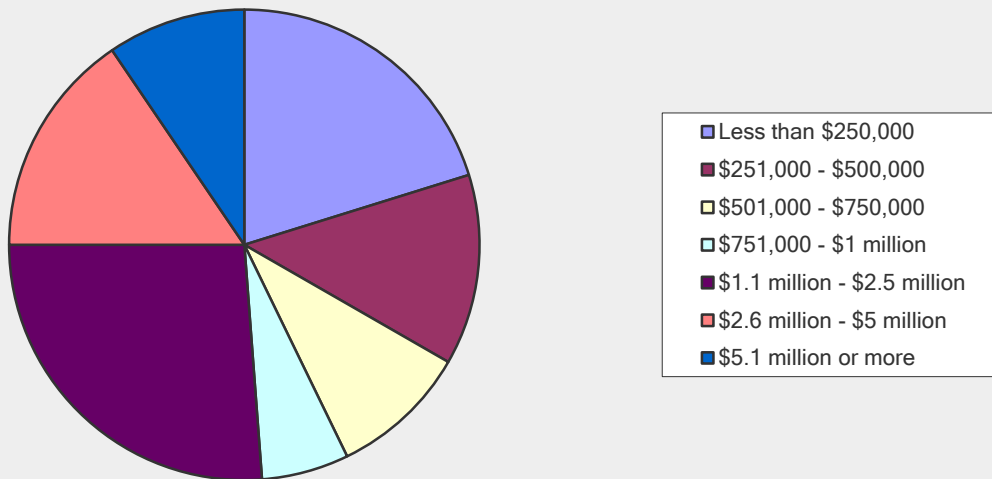


2012 State of the C&D Recycling Industry Survey Results

What is your company's estimated 2012 gross revenue?

Answer Options	Response Percent
Less than \$250,000	20.2%
\$251,000 - \$500,000	13.1%
\$501,000 - \$750,000	9.5%
\$751,000 - \$1 million	6.0%
\$1.1 million - \$2.5 million	26.2%
\$2.6 million - \$5 million	15.5%
\$5.1 million or more	9.5%

What is your company's estimated 2012 gross revenue?

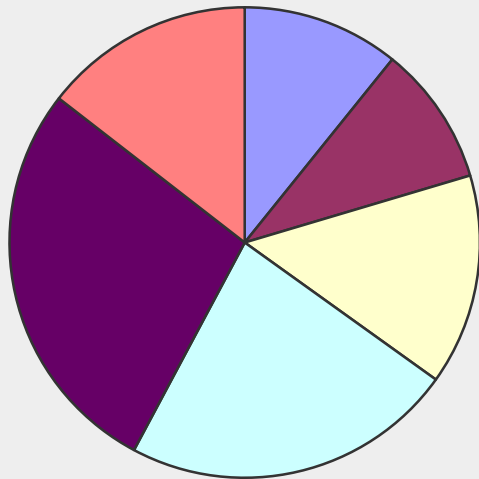


2012 State of the C&D Recycling Industry Survey Results

What is your projected 2012 revenue compared to 2011's revenue?

Answer Options	Response Percent
16% growth or greater	10.8%
11% to 15% growth	9.6%
6% to 10% growth	14.5%
1% - 5% growth	22.9%
Flat	27.7%
Decrease	14.5%

What is your projected 2012 revenue compared to 2011's revenue?



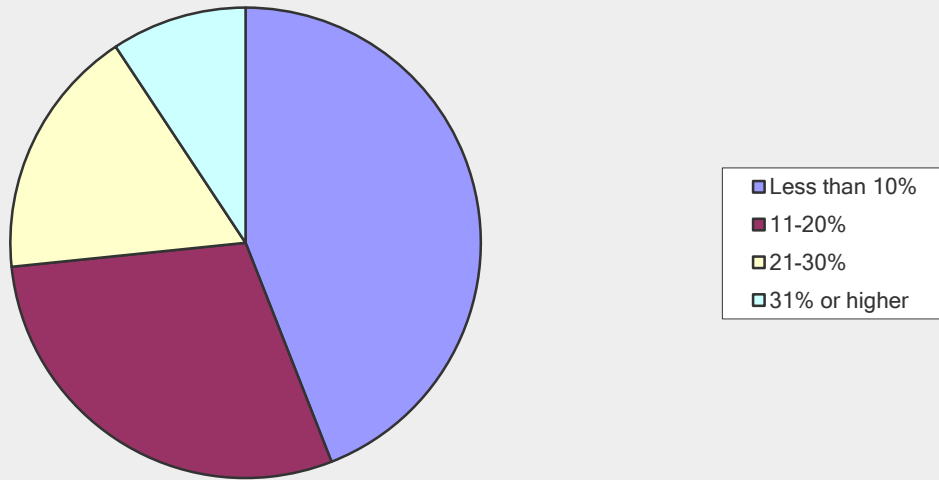
- 16% growth or greater
- 11% to 15% growth
- 6% to 10% growth
- 1% - 5% growth
- Flat
- Decrease

2012 State of the C&D Recycling Industry Survey Results

What is your company's gross profit margin?

Answer Options	Response Percent
Less than 10%	44.0%
11-20%	29.3%
21-30%	17.3%
31% or higher	9.3%

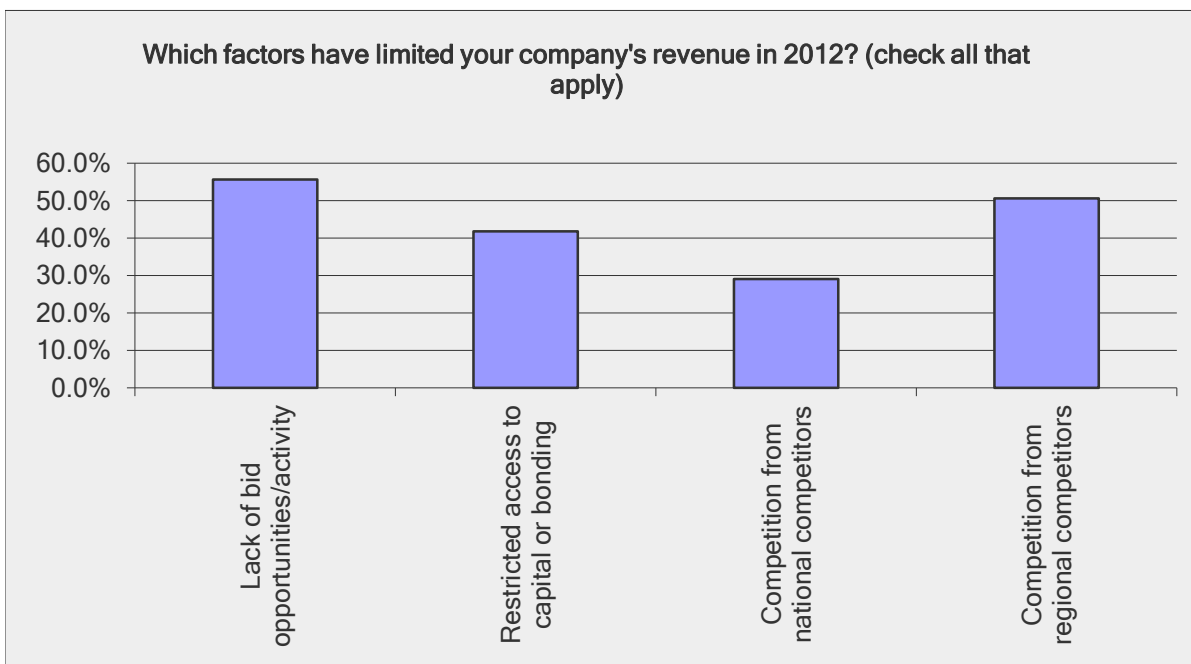
What is your company's gross profit margin?



2012 State of the C&D Recycling Industry Survey Results

Which factors have limited your company's revenue in 2012? (check all that apply)

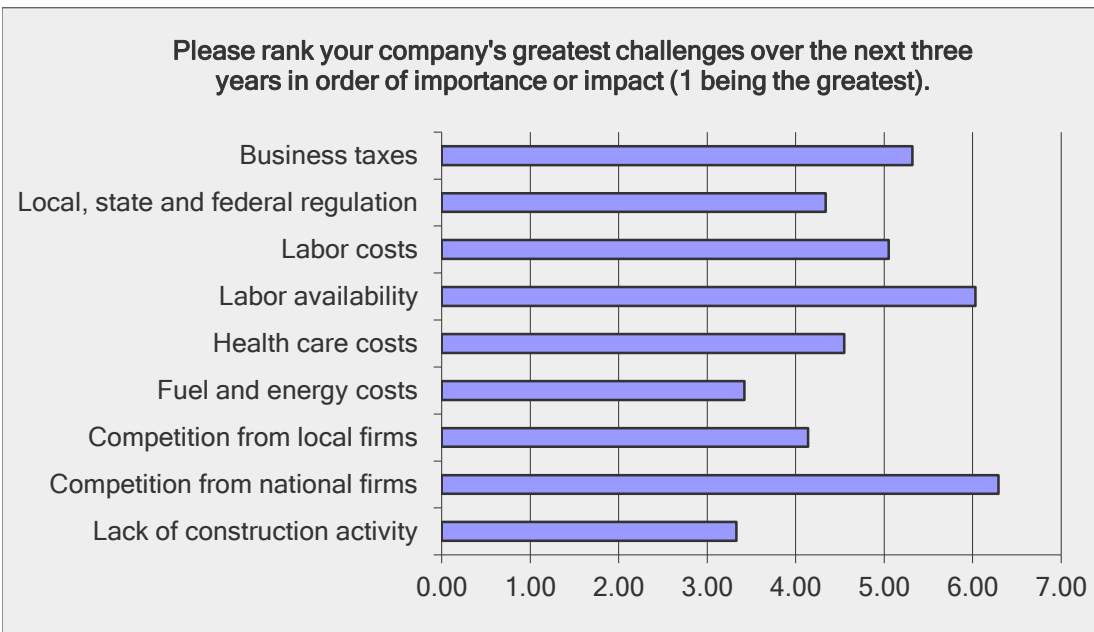
Answer Options	Response Percent
Lack of bid opportunities/activity	55.7%
Restricted access to capital or bonding	41.8%
Competition from national competitors	29.1%
Competition from regional competitors	50.6%
Other (please specify)	



2012 State of the C&D Recycling Industry Survey Results

Please rank your company's greatest challenges over the next three years in order of importance or impact (1 being the greatest).

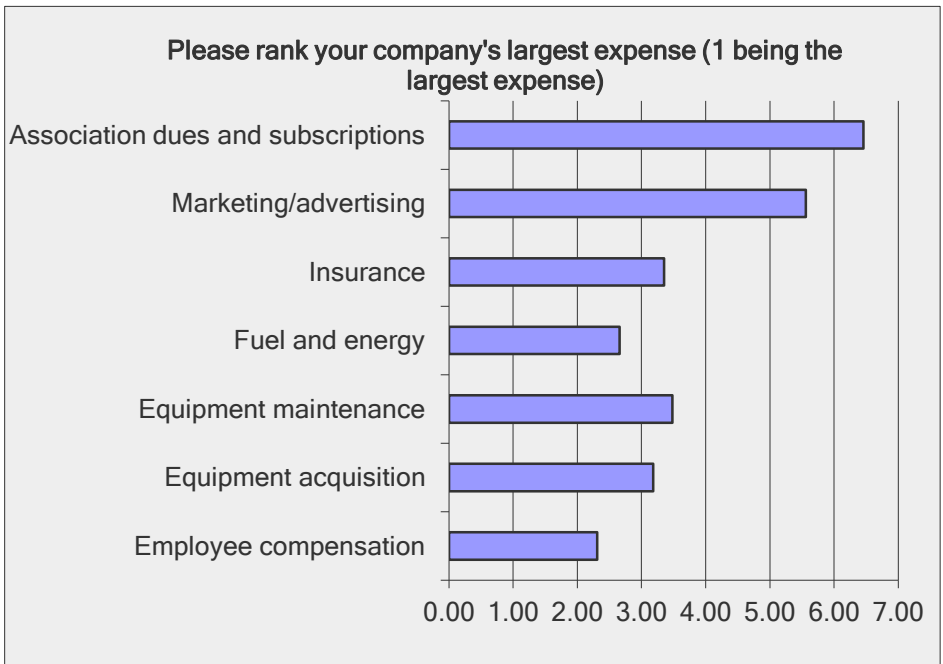
Answer Options	Rating Average
Lack of construction activity	3.33
Competition from national firms	6.29
Competition from local firms	4.14
Fuel and energy costs	3.42
Health care costs	4.55
Labor availability	6.03
Labor costs	5.05
Local, state and federal regulation	4.34
Business taxes	5.32
Other (please specify)	



2012 State of the C&D Recycling Industry Survey Results

Please rank your company's largest expense (1 being the largest expense)

Answer Options	Rating Average
Employee compensation	2.31
Equipment acquisition	3.18
Equipment maintenance	3.48
Fuel and energy	2.66
Insurance	3.35
Marketing/advertising	5.56
Association dues and subscriptions	6.46



2012 State of the C&D Recycling Industry Survey Results

What regional, national or global economic issue are you most concerned about?

Answer Options	Response Percent
Regional economy	31.2%
National economy	27.3%
National debt	18.2%
Energy and resource scarcity	1.3%
Economic power shifting to Asia	3.9%
Increased regulatory scrutiny	18.2%
Other (please specify)	

What regional, national or global economic issue are you most concerned about?

