



Colorado Waste Tire Conference *June 24th, 2015*

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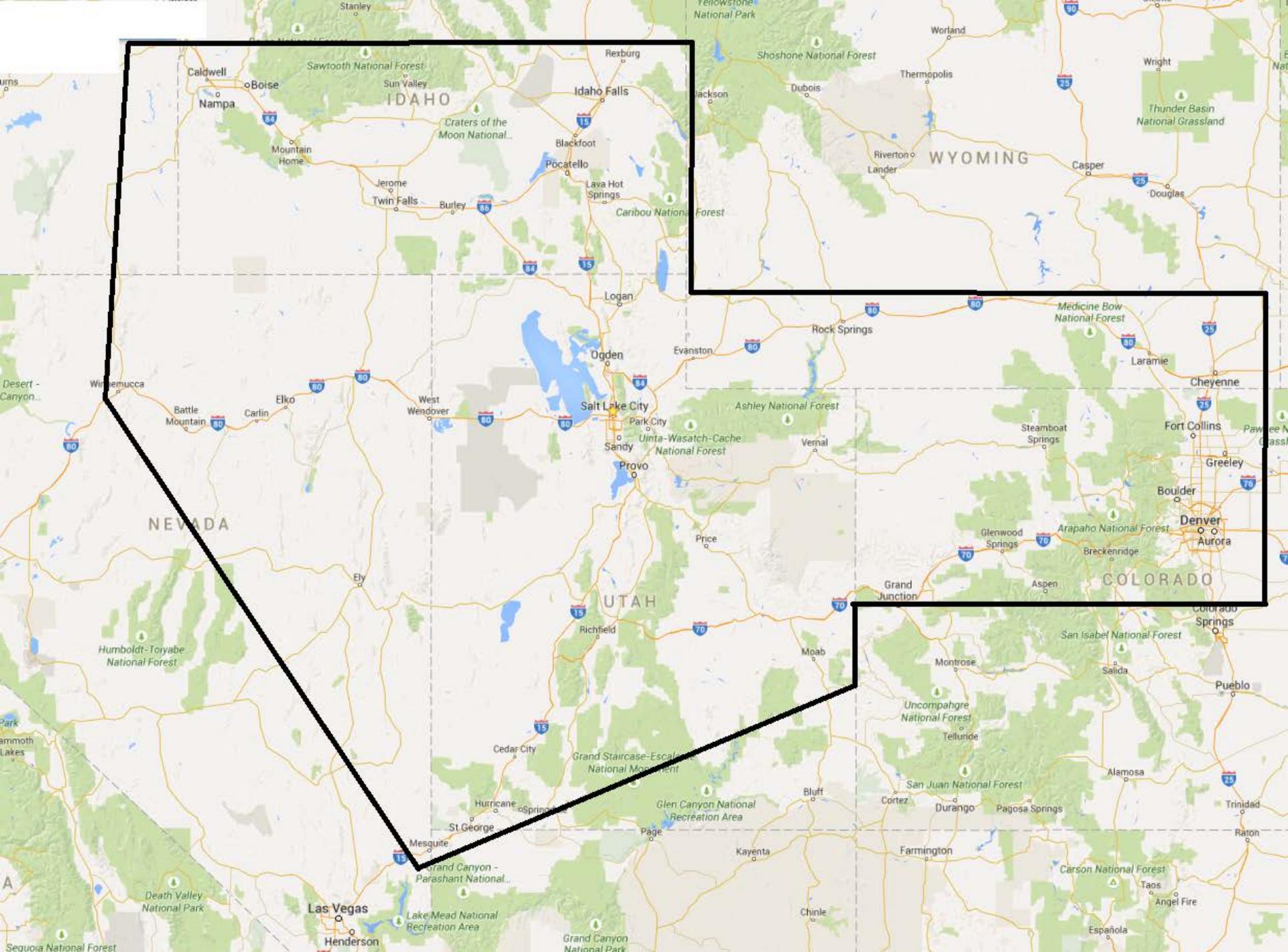


- Liberty Tire Recycling
 - » Headquartered in Pittsburgh, PA with sites in 30 states
 - » Processes 140 million scrap tires annually
 - » www.libertytire.com



- Liberty Tire Recycling – Salt Lake City, UT Facility
 - » Service area:
 - North to Boise, ID
 - South to Mesquite, NV
 - West towards Reno, NV
 - East to Denver, CO
 - » 60,000 tons of scrap tires processed annually





Boise

IDAHO

Idaho Falls

WYOMING

NEVADA

UTAH

COLORADO

Las Vegas

Henderson

Pueblo

Trinidad

Raton

Angel Fire

Espanola

Alamosa

Durango

Pagosa Springs

Farmington

Chinle

Kayenta

Bluff

St George

Hurricane

Cedar City

Richfield

Moab

Price

Vernal

Steamboat Springs

Fort Collins

Greeley

Boulder

Aurora

Denver

Glenwood Springs

Breckenridge

Aspen

Grand Junction

Rock Springs

Evansville

Ogden

Logan

Blackfoot

Pocatello

Lava Hot Springs

Jerome

Twin Falls

Burley

Mountain Home

Nampa

Caldwell

Stanley

Rexburg

Dubois

Thermopolis

Wright

Casper

Douglas

Riverton

Lander

Worland

Yellowstone National Park

Shoshone National Forest

Sawtooth National Forest

Sun Valley

Craters of the Moon National Monument

Caribou National Forest

Medicine Bow National Forest

Thunder Basin National Grassland

Desert Canyon National Monument

Winnemucca

Battle Mountain

Carlin

Elko

West Wendover

Wendover

Salt Lake City

Utah Valley National Forest

Ashley National Forest

Park City

Sandy

Provo

Arapaho National Forest

Breckenridge

San Isabel National Forest

San Juan National Forest

Telluride

Uncompahgre National Forest

San Juan National Forest

Telluride

San Isabel National Forest

San Juan National Forest

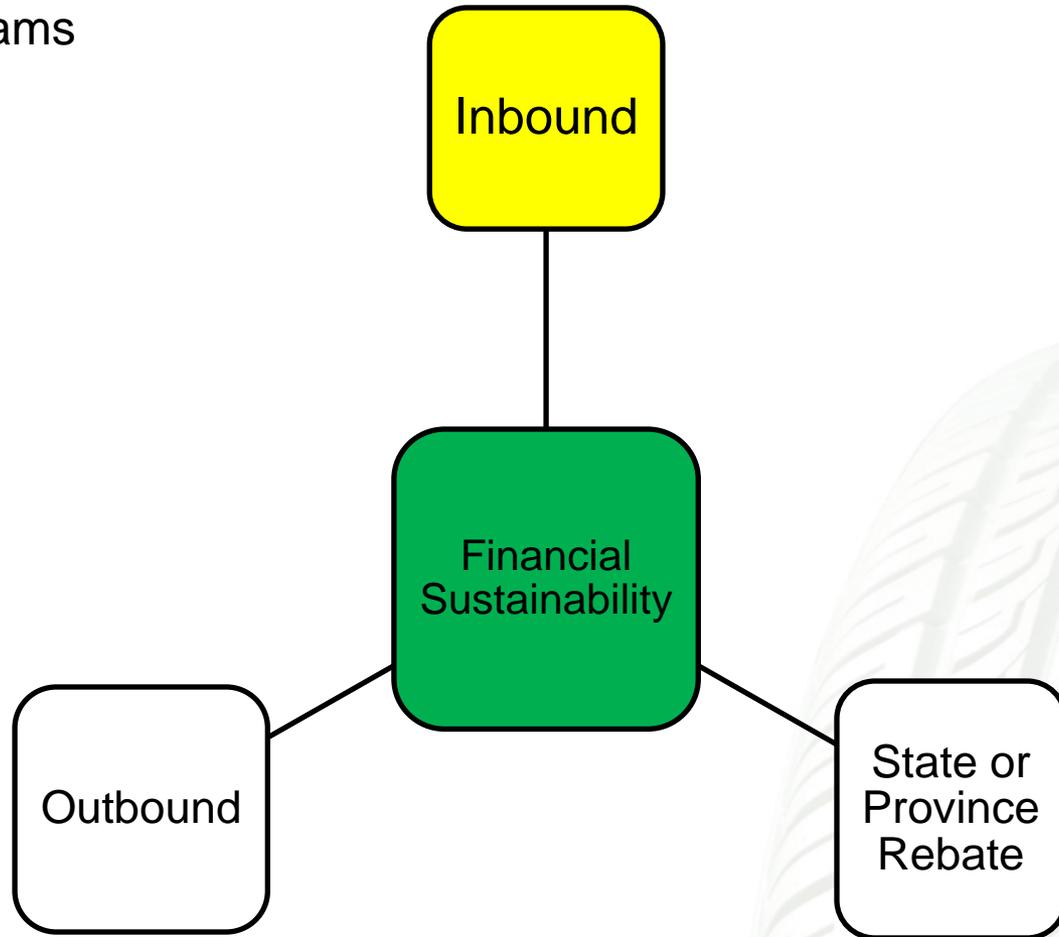
Telluride

Uncompahgre National Forest

San Juan National Forest



Revenue Streams



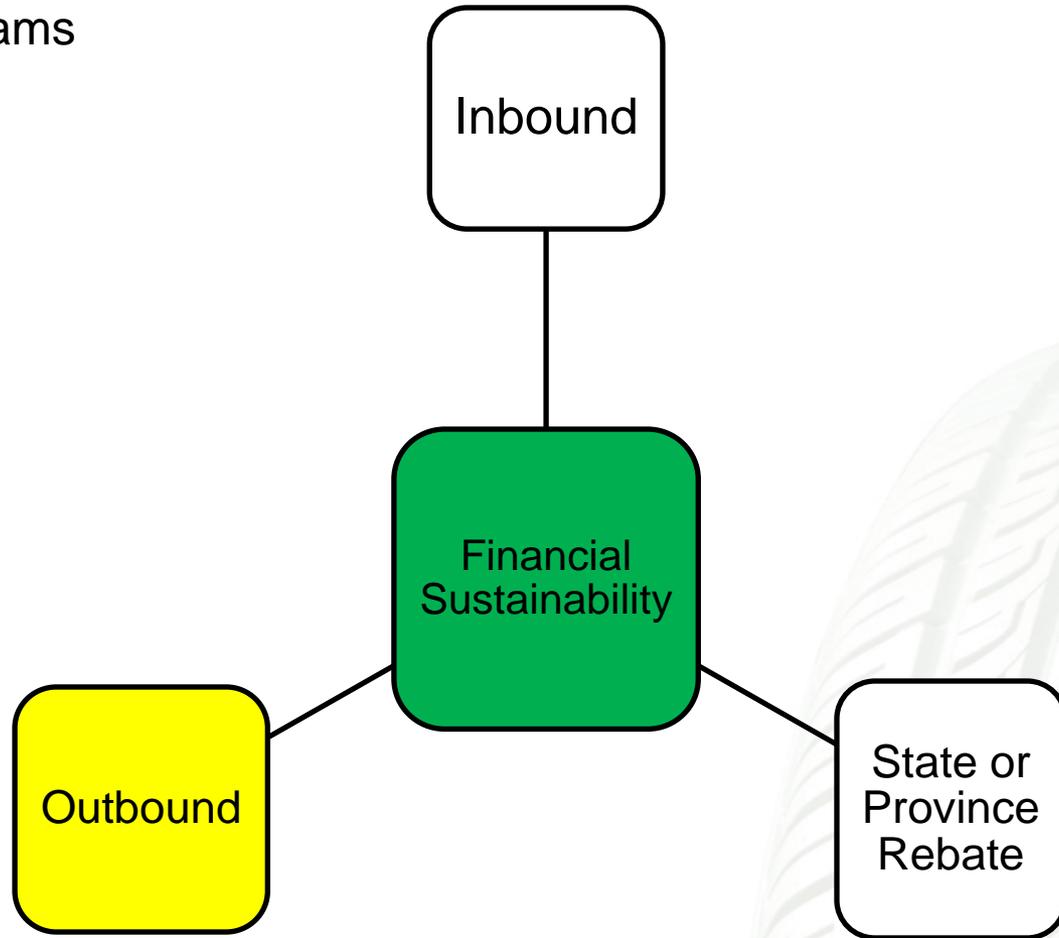
- Drop & Hook
 - » Spot 28' PUP trailer at Customer Location, swap when full or upon request
- Route
 - » Hand pick-up in SLC area
- Grapple
 - » Open-top trailer with grapple hook
 - » Ideal for landfills
- Gate
 - » Drop tires at our location in SLC



- National Accounts
 - » Big Box & Chain Stores. Rates and terms negotiated on a national level
- Local - Scheduled
 - » Regularly scheduled pick-ups (weekly, bi-weekly, monthly)
- Local - Call-in
 - » Customer calls in to request pick-up.
 - » Pick-up typically occurs within 48 hours.
- One-time
 - » Clean-ups



Revenue Streams



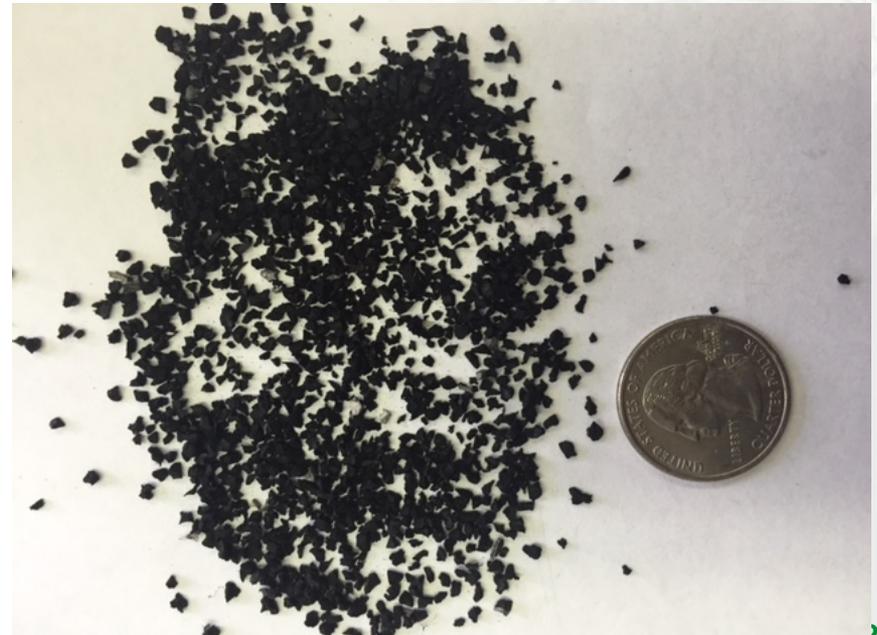
- First Pass Shred
 - » Sellable TDF Chip



- Second Pass
 - » Sellable Mulch Product



- Third & Fourth Pass
 - » Sellable Crumb Rubber Products



- Packaging
 - » Withstand elements for up to 6 months





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📍 1398 Beck St

Liberty Tire Recycling

Beck Ave

Beck St

Beck St

86

86

86

- Quality Control
 - » Sieve Distribution
 - » Fiber Content, Moisture Content
 - » Packaging & On-time Delivery

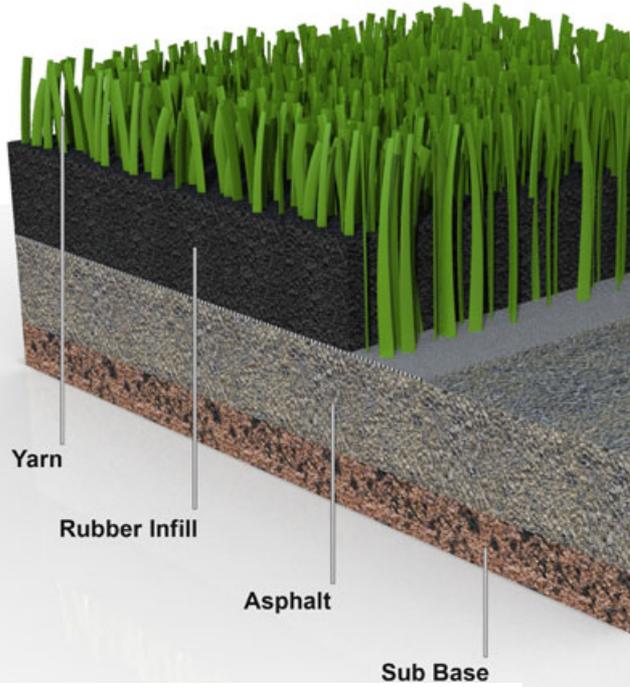


Outbound Sales

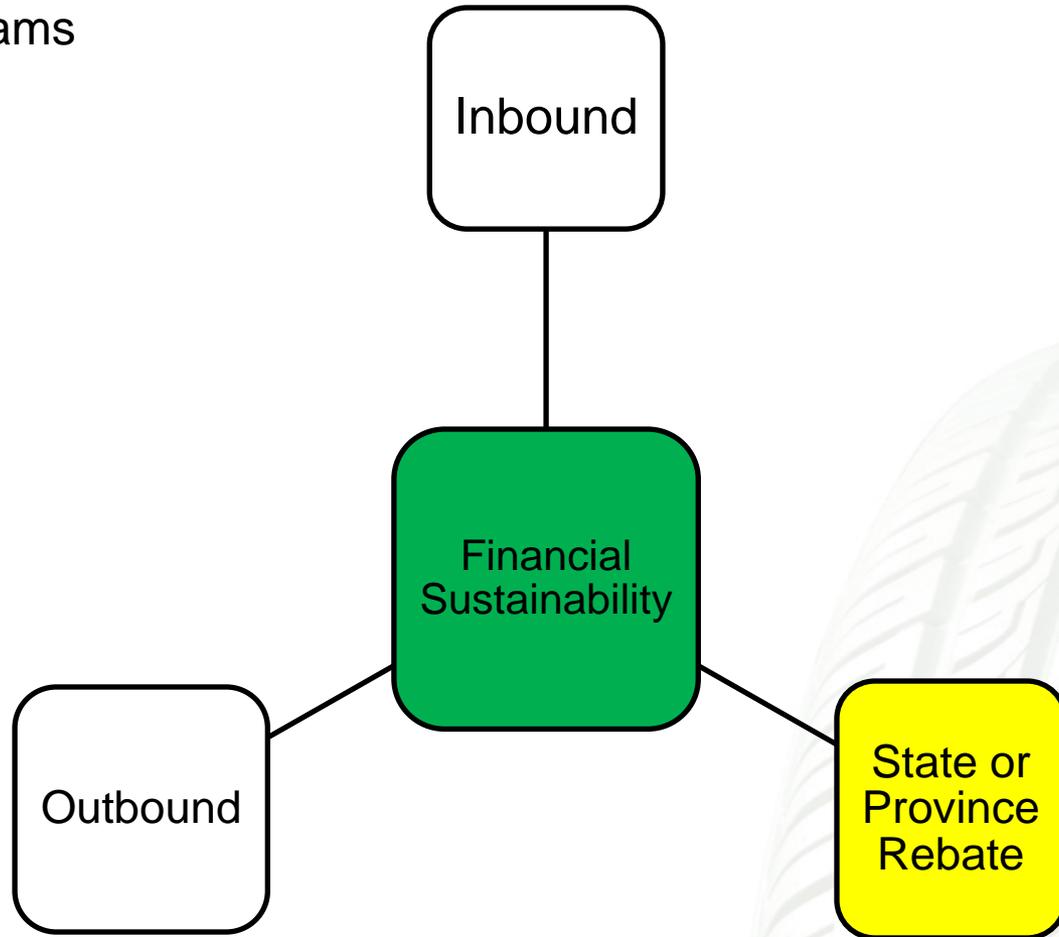
- Tire Derived Fuel
- Mulch
- Industrial
- Playground
- Field & Track
- Asphalt
- Fiber (chord)
- Steel (wire)
- Grade
- Rims



Outbound Sales



Revenue Streams



Utah State Rebate on Utah Tires

- » \$65 per ton of sold mulch or crumb rubber
- » \$50 per ton of sold TDF
- » \$20 per ton of sold Daily Cover
- » Administered by the County of the processor

Nevada, Idaho, Wyoming, New Mexico

- » No rebate program at this time

- Scalability of Inbound Tire Flow
 - » The inbound market size is fixed
 - » The capacity of a processing facility is constrained by the transportation cost of moving a tire to the facility

- Outbound Markets are Regional
 - » Freight intensive business – up to 25% on a crumb rubber project
 - » Outbound demand within the State may not equal Inbound tire supply

- Impact of State Agendas
 - » Shifting of Rebates and Program Structures
 - » In-state tire mandates shift competitive balance

- **New Market Development**
 - » Pairing processors with the R&D teams of high consumption prospects
 - » The “Idea to Actuality Rate” is very low

- **Unsustainable Strategies by Competitors**
 - » Collect & Abandon
 - » Crumb Market Oversaturation or Selling Below Market Price

- **Lack of Market Diversification**
 - » TDF consumes a large percentage of scrap tires
 - » Use of crumb rubber for turf in-fill is substantial



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