

## INDUSTRY FACT:

THE RECOVERED PAPER'S MARKET SHARE WITHIN THE PAPER INDUSTRY HAS INCREASED 28% OVER THE PAST 35 YEARS, TO 233 MILLION METRIC TONS.

AFRY AND THE ENVIRONMENTAL PAPER NETWORK, 2018

## SOLUTION BRIEF

# WHOLESALE DESTRUCTION & RECYCLING

## DESTRUCTION PROVIDERS: WORK WITH A RELIABLE PARTNER TO IMPROVE YOUR BOTTOM LINE

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### BUSINESS CHALLENGE:

The state of today's destruction and recycling market is constantly in flux. Shifts in paper uses, an increase in recycling contaminants, international regulatory changes and the availability of virgin materials have contributed to a transformation of the paper industry and fluctuating paper costs. Paper mills may even decline to accept additional recycled paper. Your company needs a way to perform thorough and compliant destruction while controlling costs and ensuring recycled tonnage is accepted by a recycler. Are you prepared to navigate this changing landscape?

### HOW THIS AFFECTS YOU:

- Your business depends on having a reliable way to sell and dispose of shredded materials. This could mean driving long distances to access a buyer.
- Many times, Material Recovery Facilities won't be able to accept materials, leaving you with unwanted material.
- Fluctuating supply and demand can wreak havoc on the paper index, cutting into your margins.
- Your business has high operating costs and requires substantial real estate and resources.

### WHAT IF YOU COULD...

- Have a reliable buyer for your recycled material?
- Have your recyclable material purchased at competitive rates?
- Have a reliable partner to whom you could outsource the destruction of paper?
- Reduce the amount of miles you need to travel to drop off recycled material?
- Maintain relationships with your customers and receive back end support?
- Work with a global leader in information management and security?
- Have a vendor who could also destroy IT assets, plastics and other materials?

## WHAT YOU GAIN

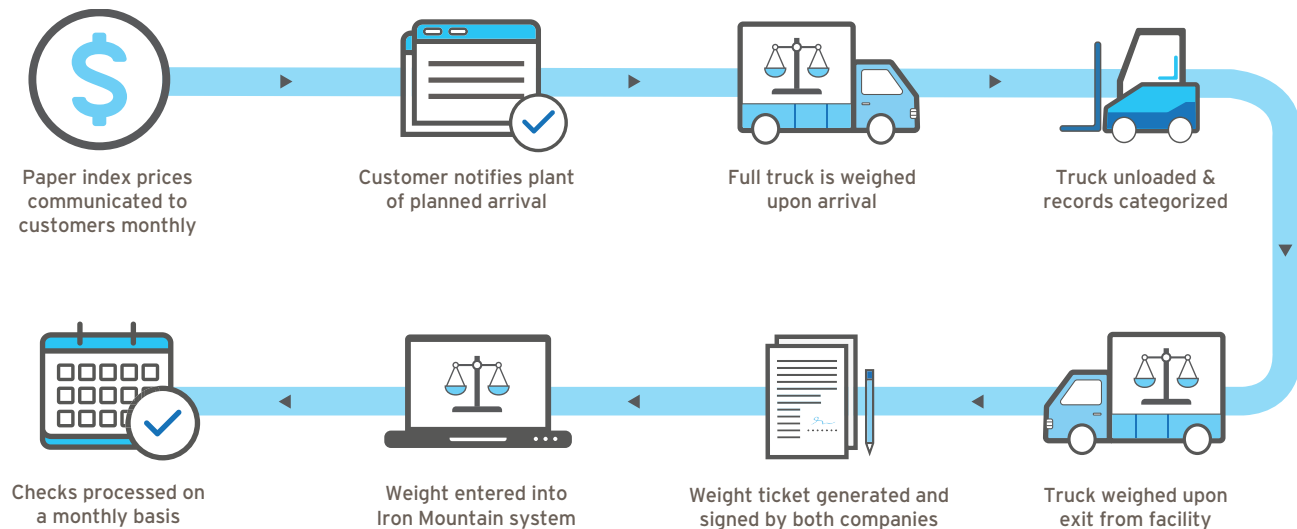
With this wholesale partner approach, you'll receive back end operations support for your destruction business. Instead of working with a recycler, you'll bring shredded materials to one of Iron Mountain's many facilities and receive rebate compensation based on current market prices. No more worrying about whether recyclable paper will be accepted by your recycling provider. You'll maintain your customer relationships, safeguard a secure chain of custody, and ensure your recycled tonnage is always purchased at competitive rates. In an inconsistent market, you'll have a trustworthy and reliable partner.

## CUSTOMER SUCCESS

How are customers using Wholesale Destruction and Recycling Services from Iron Mountain? Here are some innovative uses:

- Performing shredding in company-owned Mobile Shredding Units and depositing shredded material to nearby Iron Mountain facility
- Working with multiple Iron Mountain facilities in local markets to deposit recyclable materials, instead of driving further to get to a centralized recycling plant
- Outsourcing destruction to Iron Mountain to save on resources and operating costs
- Partnering with Iron Mountain to destroy collected IT assets in a secure way
- Disposing of medical plastic waste with Iron Mountain's Blue Wrap Destruction Service

## HOW IT WORKS



## WE PROTECT WHAT YOU VALUE MOST®

800.899.IRON | [IRONMOUNTAIN.COM](https://www.ironmountain.com)



### ABOUT IRON MOUNTAIN

Iron Mountain Incorporated (NYSE: IRM), founded in 1951, is the global leader for storage and information management services. Trusted by more than 220,000 organizations around the world, and with a real estate network of more than 85 million square feet across more than 1,400 facilities in over 50 countries, Iron Mountain stores and protects billions of information assets, including critical business information, highly sensitive data, and cultural and historical artifacts. Providing solutions that include secure storage, information management, digital transformation, secure destruction, as well as data centers, art storage and logistics, and cloud services, Iron Mountain helps organizations to lower cost and risk, comply with regulations, recover from disaster, and enable a more digital way of working. Visit [www.ironmountain.com](https://www.ironmountain.com) for more information.

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