

Market Statistics Program Presentation

NSWMA – WASTE Executive Roundtable Conference

October 12, 2010

**The Balboa Bay Club and Resort
Newport Beach, CA**

Bond Beebe

Michael Rockefeller, CPA

Free Program to all
WASTETEC Members

The program includes:

Market Indicators – MTIP / WMAI

(Market Trends Index Program / WASTECC Market Activity Index)

Production Statistics – PProdS

(Product Production Statistics)

MTIP / WMAI Program

Market Indicator – MTIP/ WMAI

Program Objectives:

Forecast of Market Trends

Indicator of Price Levels for Critical
Resources



Market Indicator – MTIP/ WMAI

Program Benefits:

- Forward look at industry-specific overall market expectations
- Provides both domestic and export market information
- Surveys generally closed two weeks after quarter end with the report published within two days of closing

Market Indicator – MTIP/ WMAI Program Information Gathering:

- The survey form is completed via the internet
- A notice of availability is sent to members quarterly

January 2

April 1

July 1

October 1

- Survey website – <http://12.153.40.15/wastec.htm>

Market Indicator – MTIP/ WMAI

Participation List

- American Baler Company
- American LaFrance
- Ameri-Kan
- Commercial Credit Group, Inc.
- Environmental Solutions Group
- E-Z Pack, LLC
- Harris Waste Management Group, Inc.
- JV Manufacturing, Inc.
- Labrie Environmental Group Inc.
- Landfill Service Corporation
- Marathon Equipment Company
- McNeilus
- Morbark, Inc.
- Navistar, Inc.
- Nedland Industries, Inc.
- Omaha Standard, Inc./Palfinger
- Otto Environmental Systems
- Perkins Manufacturing Co.
- PTR Baler
- Reflective Apparel Factory
- Refuse Parts LLC
- Rehrig Pacific Company
- RJM Associates
- Rudco Products Inc.
- Schaefer Systems International, Inc.
- Schroeder Industries LLC
- Scranton Manufacturing
- Sebright Products, Inc.
- SP Industries, Inc.
- Steinert US LLC
- Stellar Industries, Inc.
- TCF Equipment Finance, Inc.
- Trucks & Parts
- Webster Capital Finance, Inc.

Total of 34 Companies at June 30, 2010

Market Indicator – MTIP/ WMAI

Market Trend Index Program (MTIP)

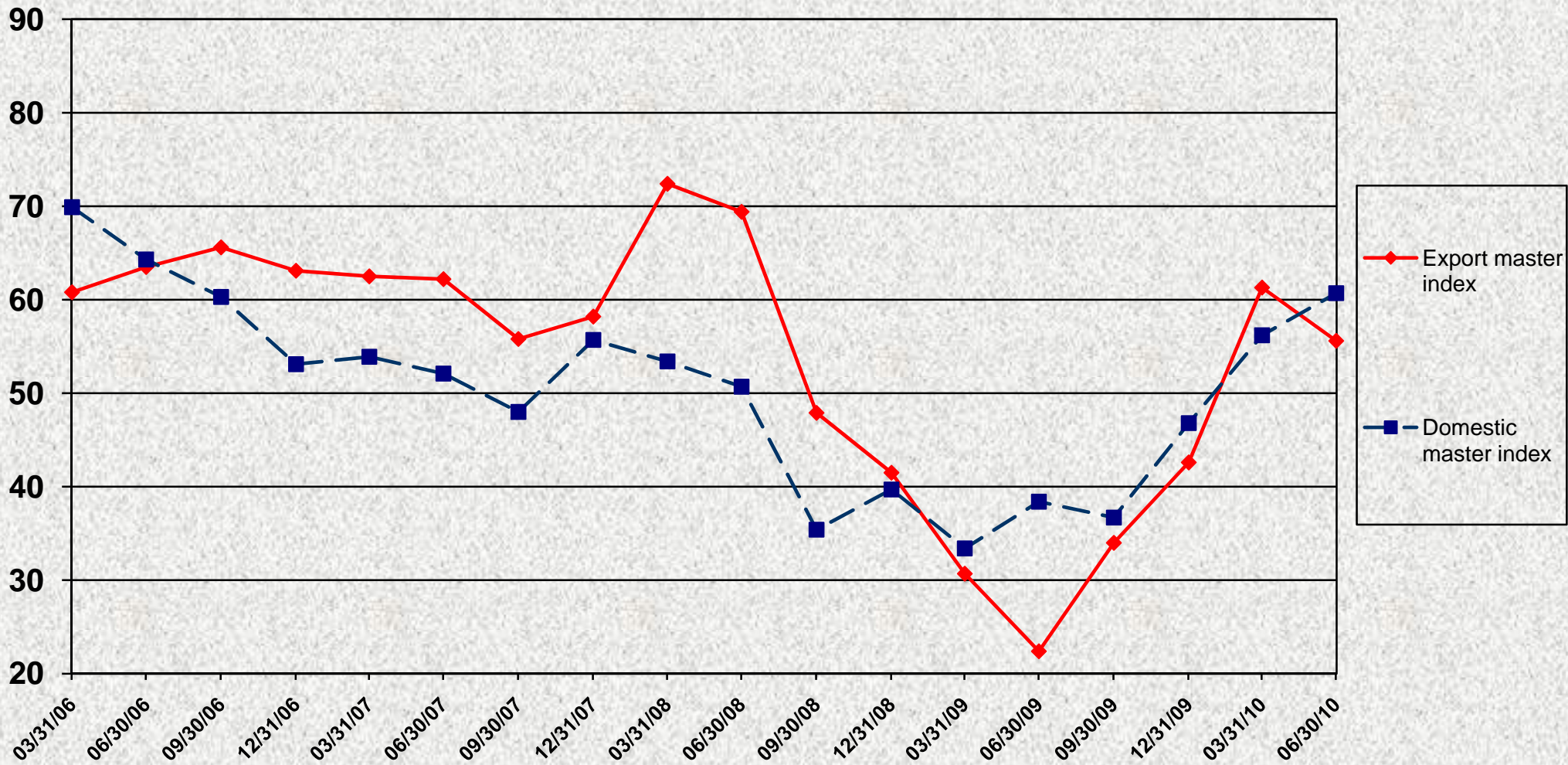
Questions

- Compare to sales from the previous quarter
- Compare to sales from the same quarter in the prior year
- Compared to the last quarter, what is the expectation for sales next quarter?
- Compare sales to budget expectations
- Compare expected next quarter sales to the next quarter budget

Market Indicator – MTIP/ WMAI

Market Trend Index Program (MTIP)

Manufacturers

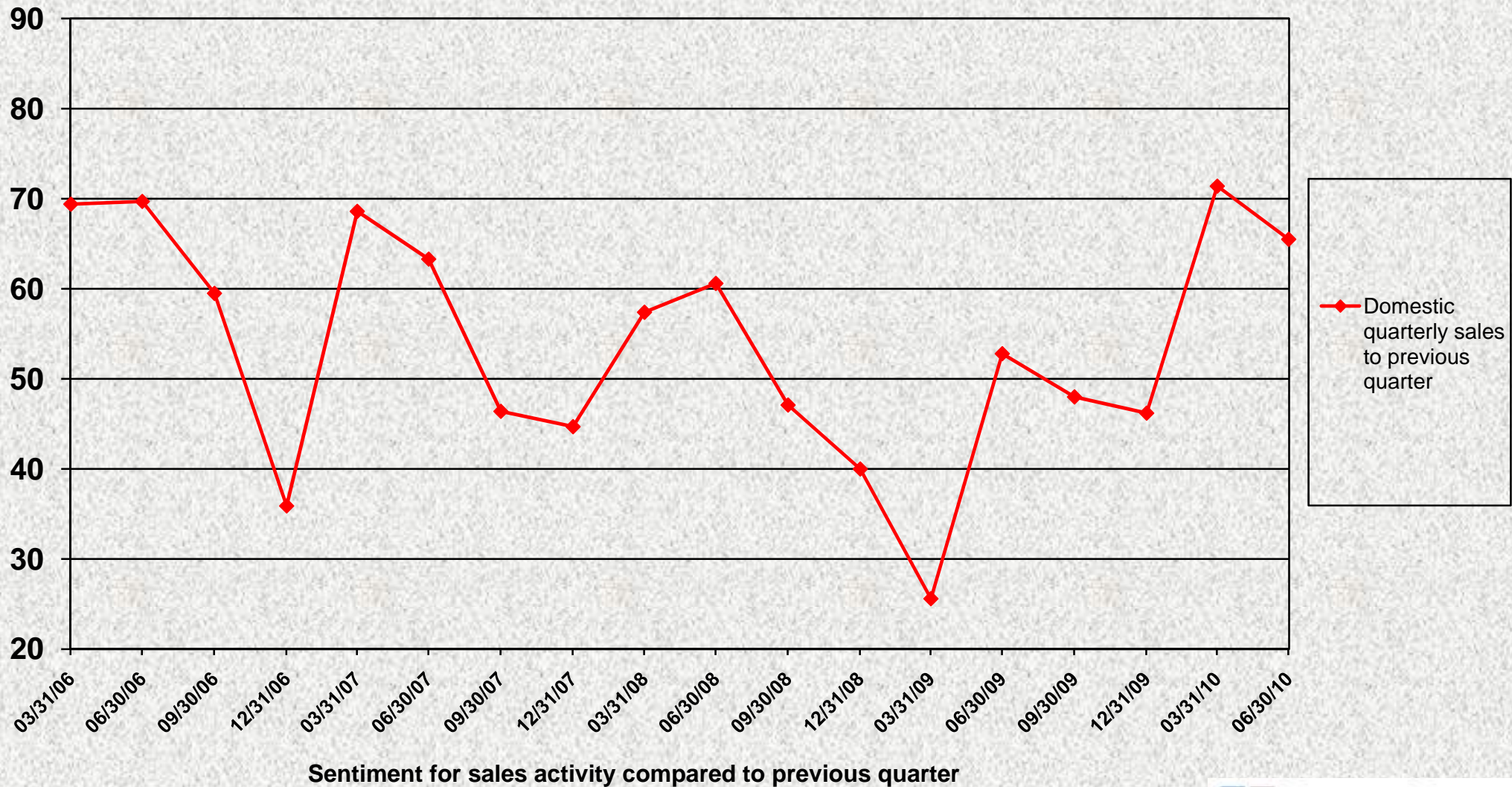


The Master Index is the score from the first five questions

Market Indicator – MTIP/ WMAI

Market Trend Index Program (MTIP)

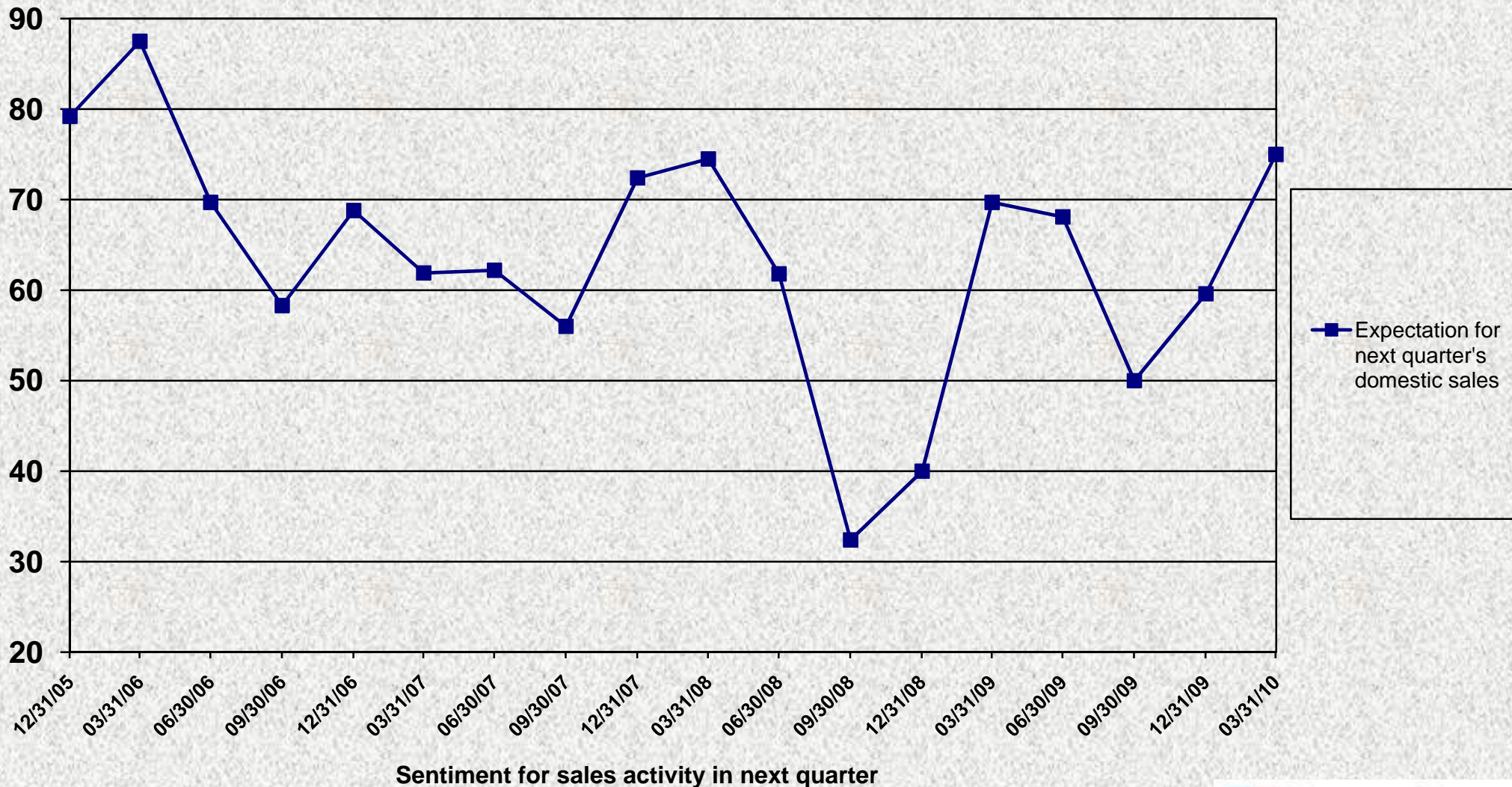
Manufacturers



Market Indicator – MTIP/ WMAI

Market Trend Index Program (MTIP)

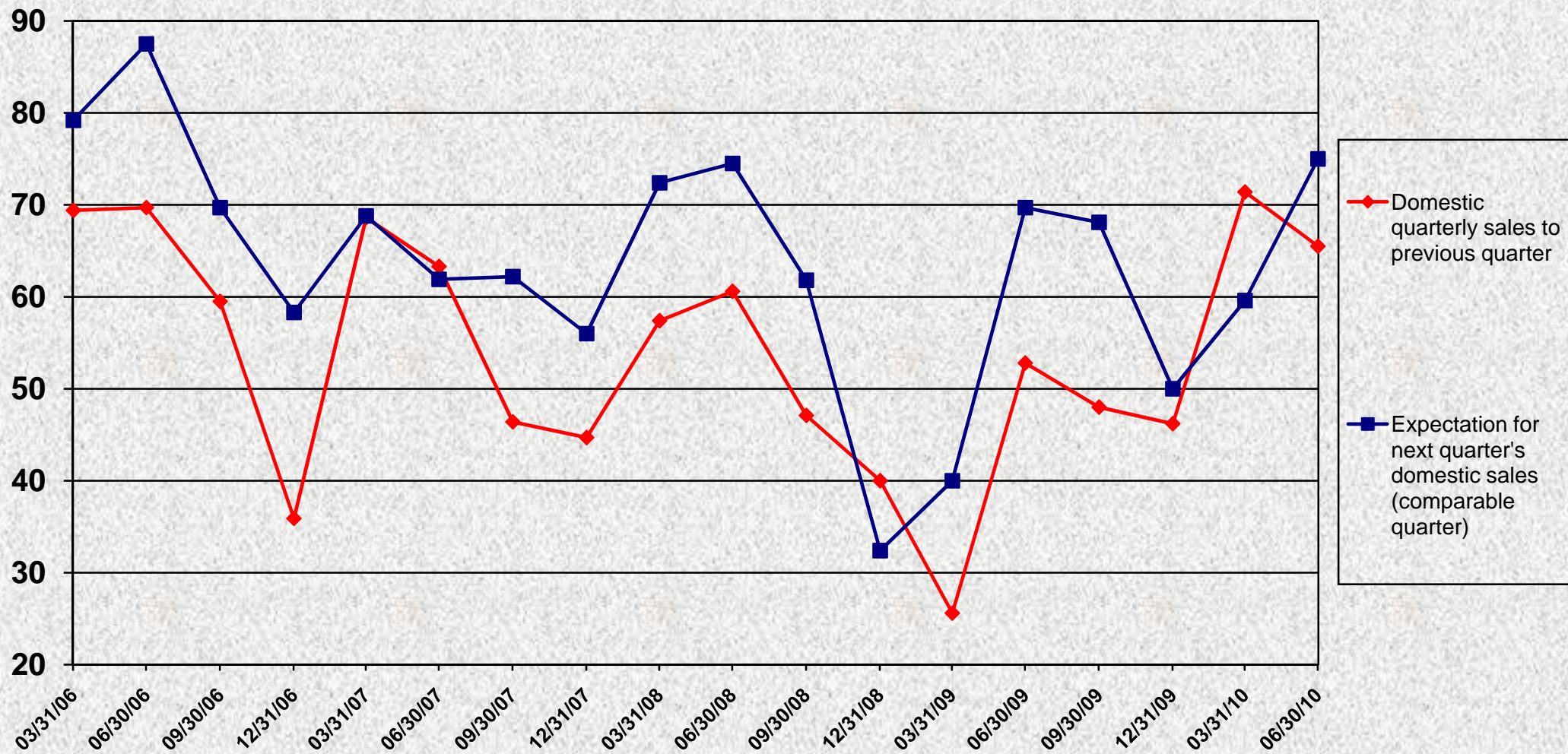
Manufacturers



Market Indicator – MTIP/ WMAI

Market Trend Index Program (MTIP)

Manufacturers



Market Indicator – MTIP/ WMAI

Market Trend Index Program (MTIP)

Manufacturers

Pearson Product-Moment Correlation Coefficient =
0.7458

Measure of the strength of linear dependence
between two variables

Strength of correlation provides validation of
predictive survey data

Market Indicator – MTIP/ WMAI Survey Program Specifics

WMAI – WASTEC Market Activity Index
Eleven Additional Questions Related to:

Orders

Inventories

Prices

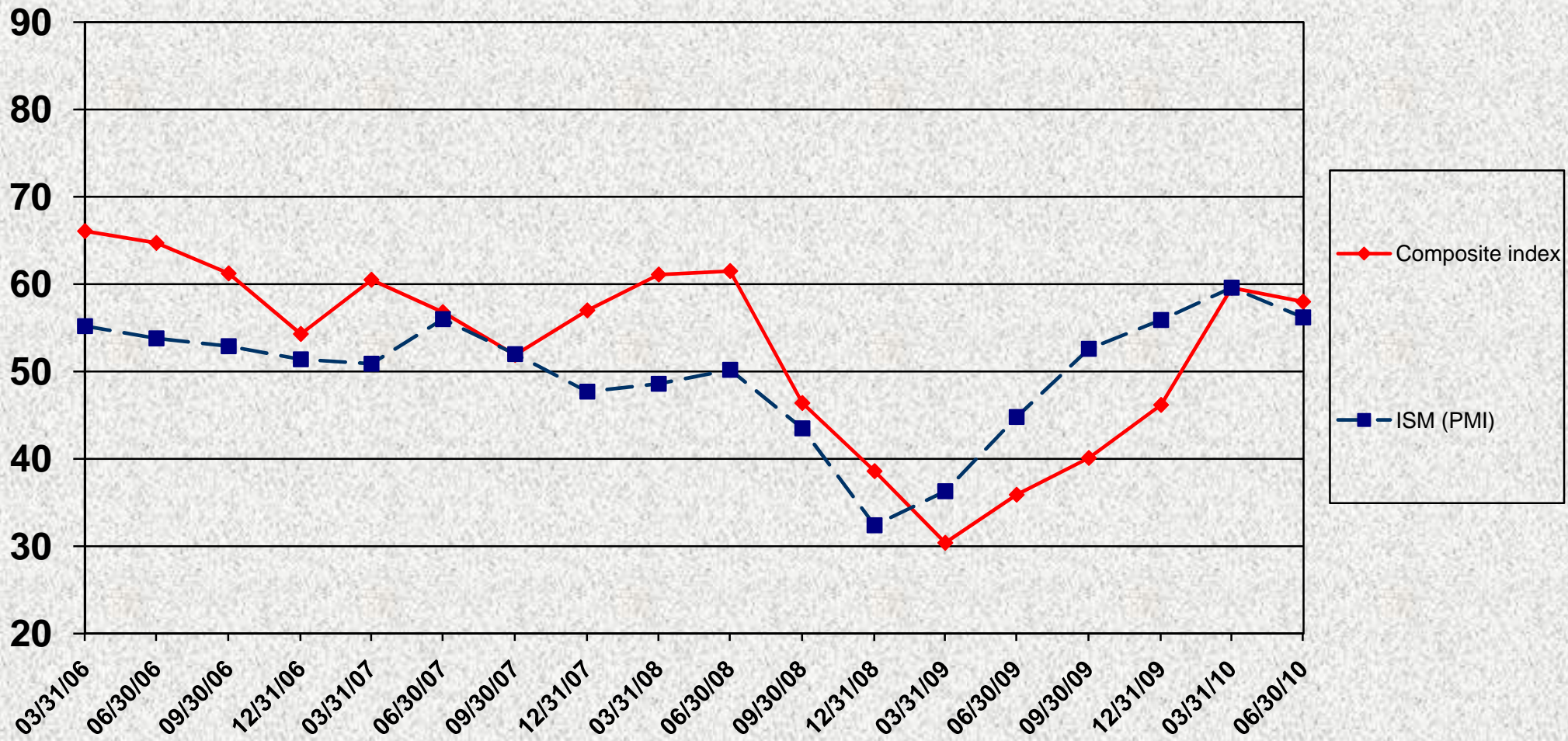
Employment and Productivity

WMAI Composite Index is the Average Response from all questions

Market Indicator – MTIP/ WMAI

Market Trend Index Program (MTIP)

Manufacturers



The Composite Index is the score from all the questions

Market Indicator – MTIP/ WMAI

Market Trend Index Program (MTIP)

Manufacturers

Manufacturer Correlation Coefficient = 0.6761

Strength of correlation indicates that information submitted by survey participants shows a fairly high correspondence with Institute for Supply Purchasing Managers Index.

PProdS Program

PProdS Program Benefits

- Free and open to all manufacturer members
- Permits for member benchmarking of sales data
 - Provides information of market share based on participants
 - Provides information regarding changes in overall product sales volumes
- Goal of providing timely market information to survey participants

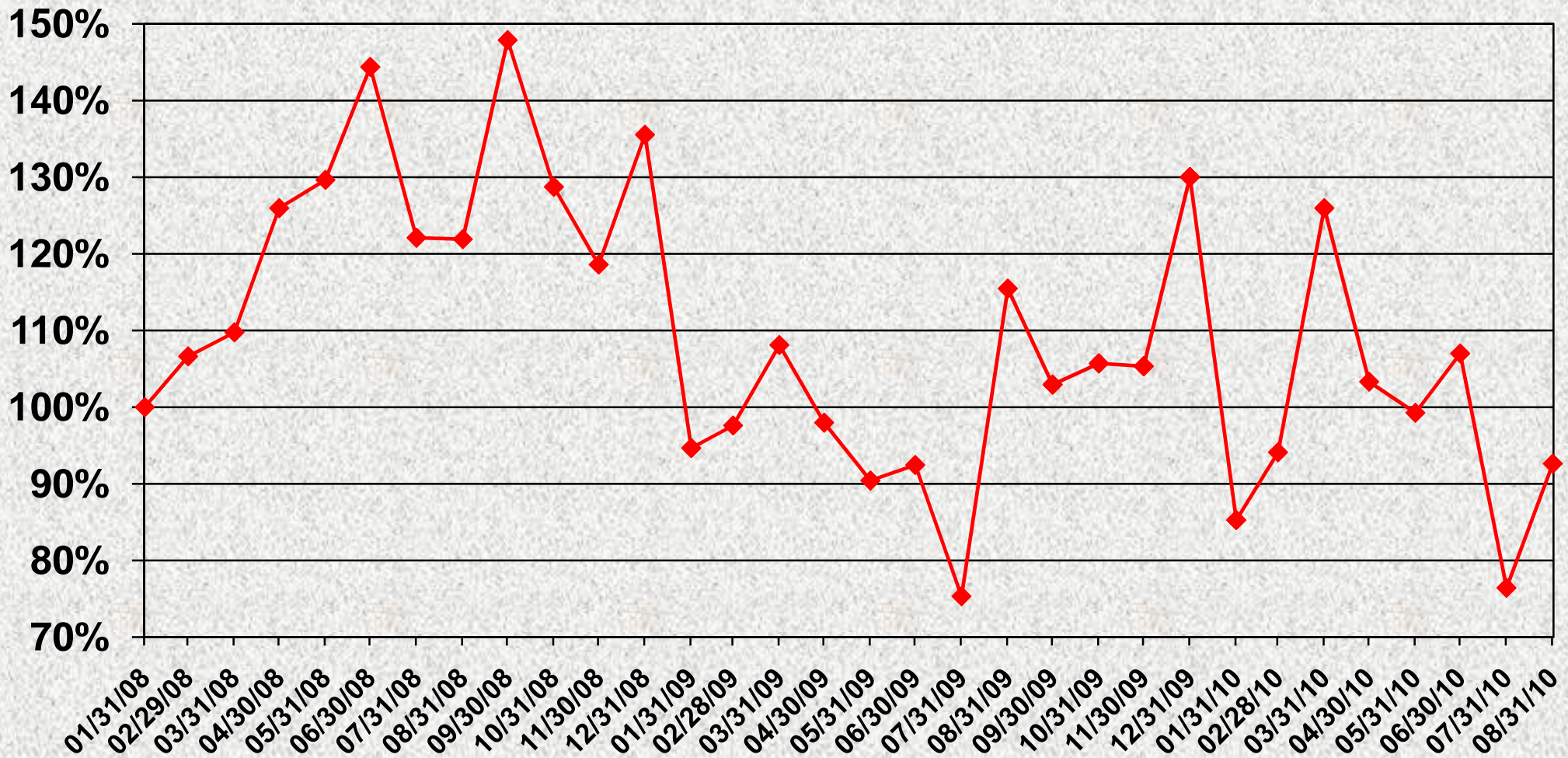
PProdS Program

Participants – Monthly Mobile Equipment

- E-Z Pack, LLC
- Heil Environmental Industries, Ltd.
- Labrie Environmental Group
- McNeilus Truck & Mfg. Co.
- Scranton Manufacturing Co. Inc.
- Wayne Engineering

PProdS Program

Total Sales of Mobile Equipment



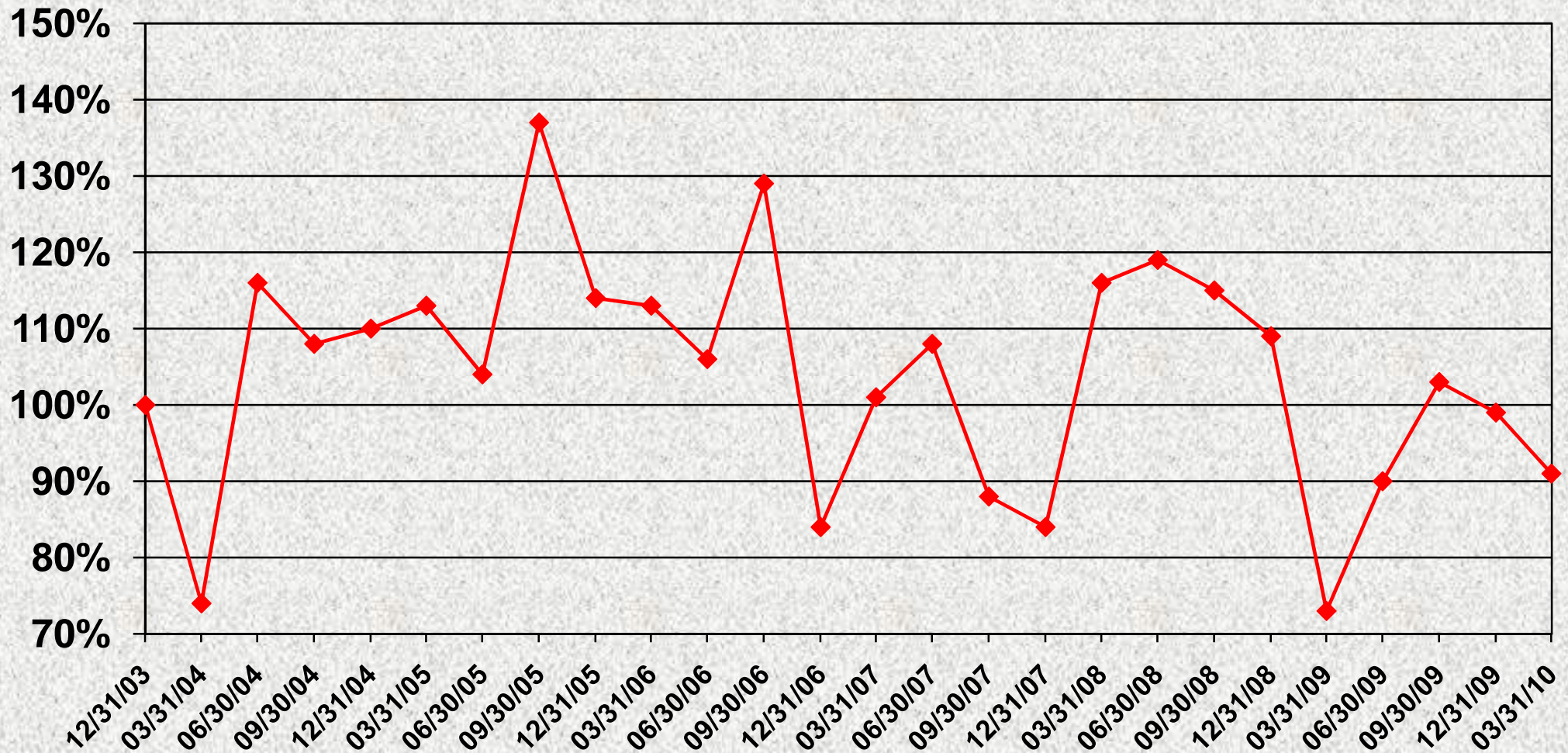
PProdS Program

Participants – Cart Tipppers / Lifters

- Barker Products
- Bayne Thinline
- J.V. Manufacturing, Inc.
- Labrie Environmental Group
- Marathon Equipment Co.
- Perkins Manufacturing Co.
- Sebright Products, Inc.
- SP Industries, Inc.
- Wastequip

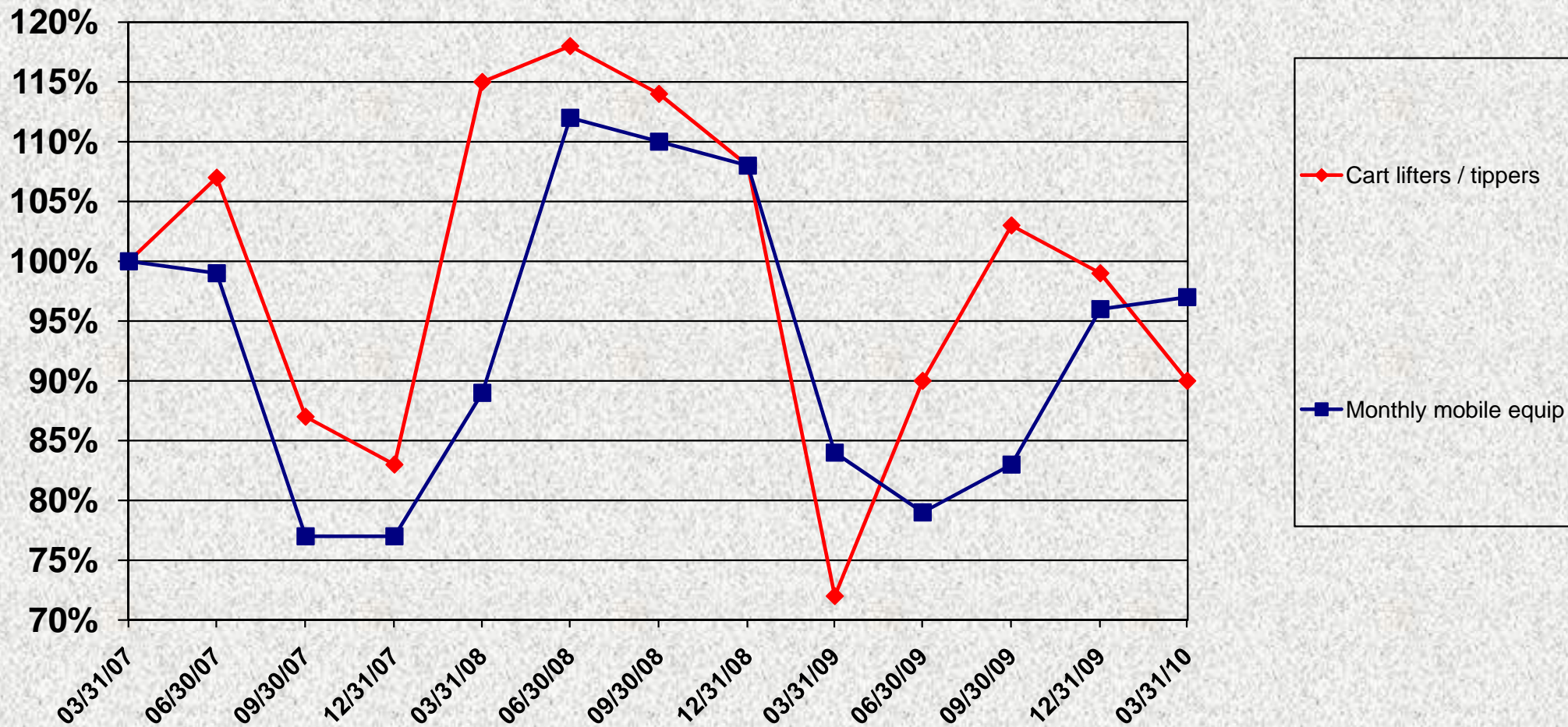
PProdS Program

Cart Tippers / Lifters



PProdS Program

Mobile Equip.-Cart Tippers / Lifters



Market Indicator – MTIP/ WMAI

PProdS Program

Mobile Equip.-Cart Tipppers / Lifters

Pearson Product-Moment Correlation Coefficient =
0.7136

PProdS Program

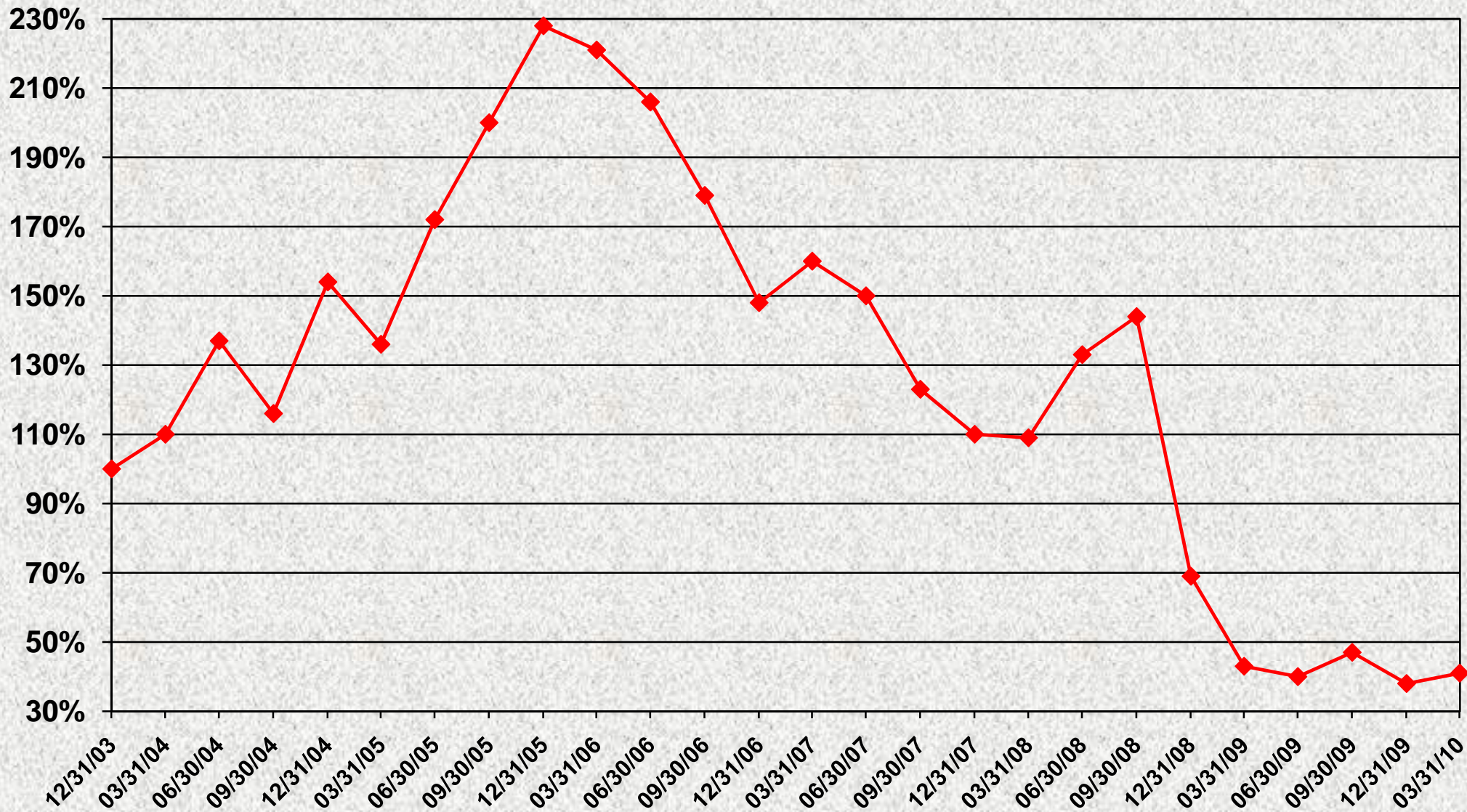
Participants – Quarterly Mobile Equipment

Roll Offs

- Marrel Corporation
- Palfinger North America
- Refuse Parts, LLC
- Rudco Products
- Stellar Industries, Inc.
- Wastequip

PProdS Program

Total Sales of Roll Offs



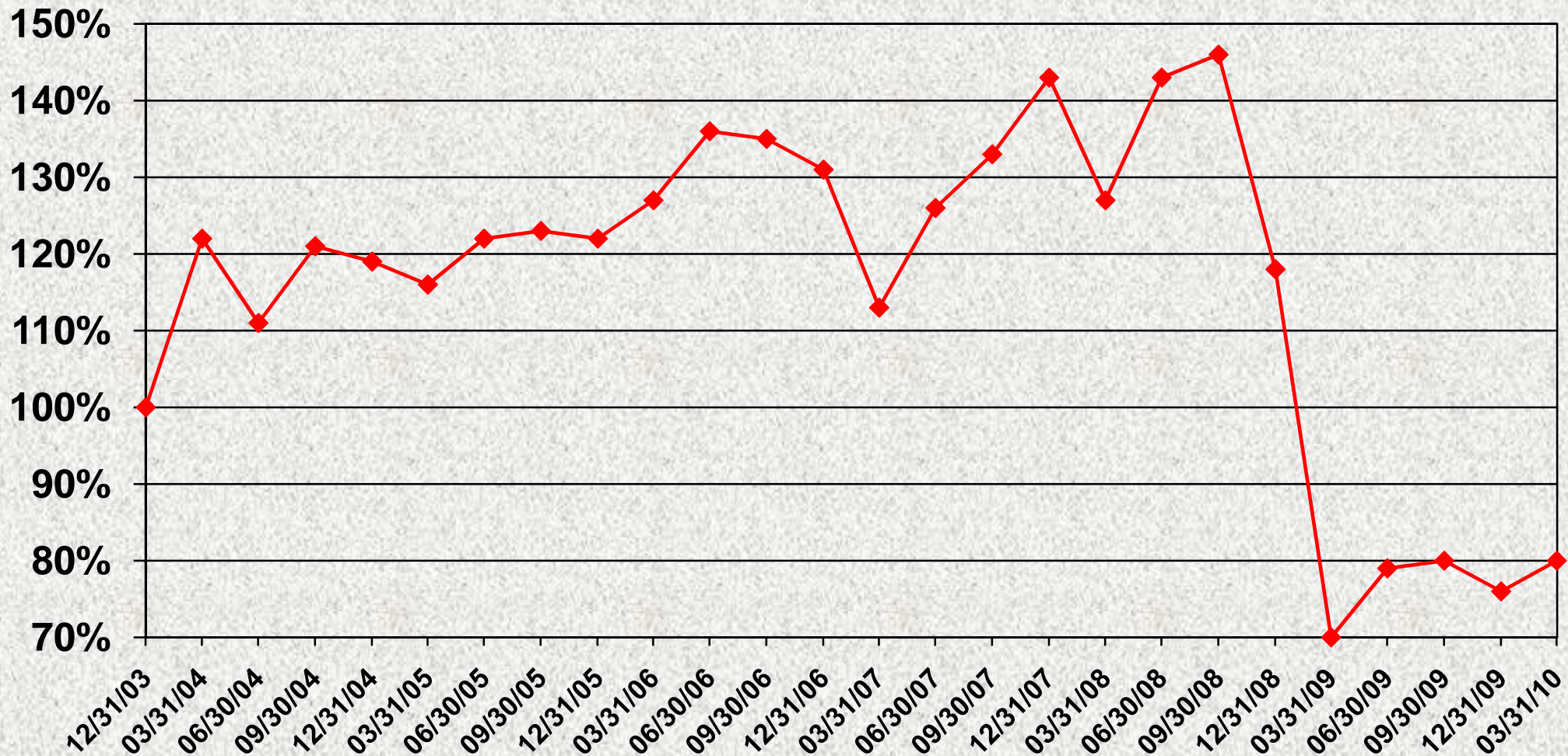
PProdS Program

Participants – Balers

- American Baler Company
- Harmony Enterprises, Inc.
- Harris Waste Management Group
- J.V. Manufacturing, Inc.
- Marathon Equipment Co.
- PTR Baler and Compactor Co.
- Wastequip

PProdS Program

Total Baler Sales



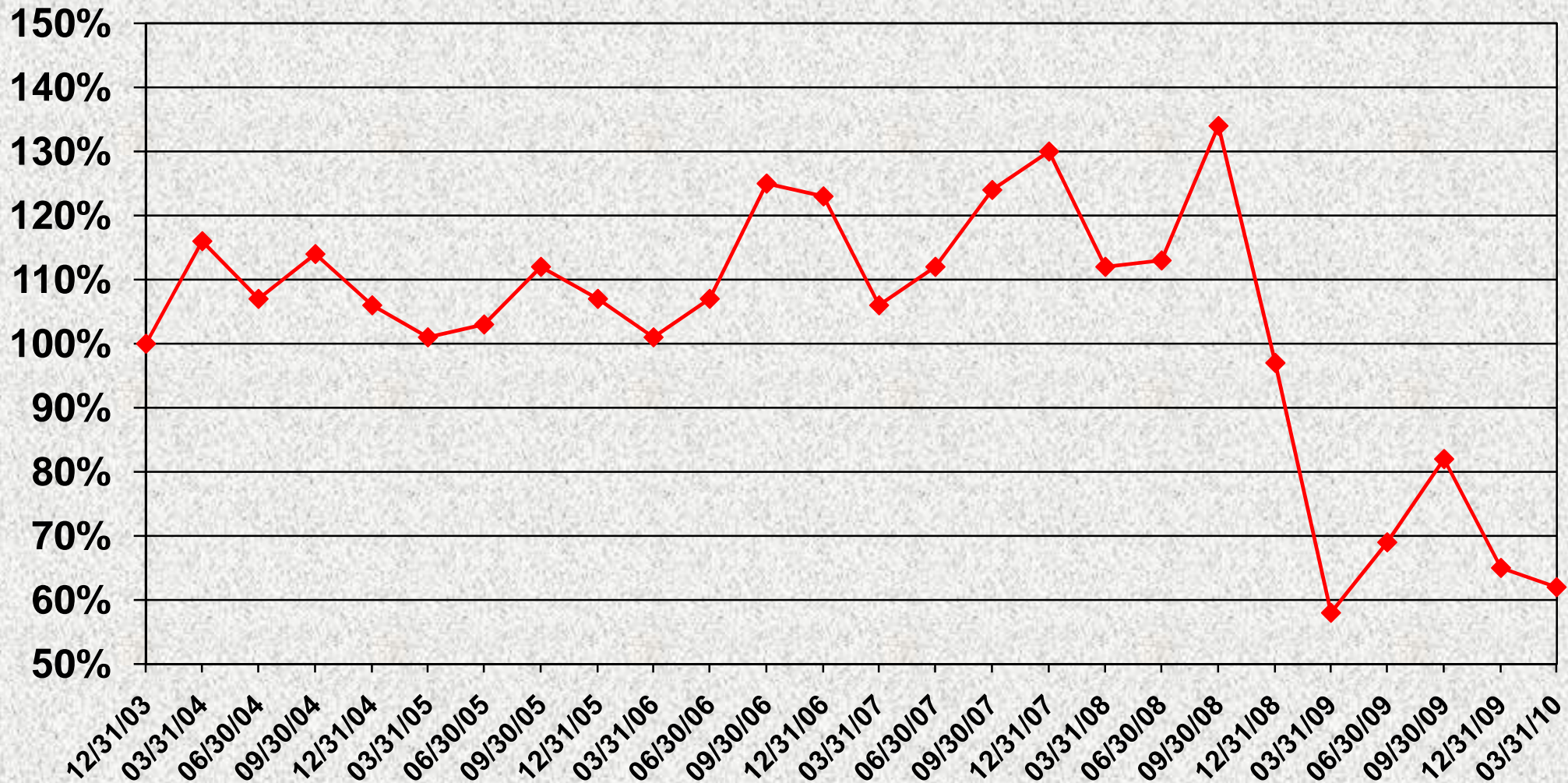
PProdS Program

Participants – Compactors

- East Coast Containers
- Harmony Enterprises, Inc.
- J.V. Manufacturing, Inc.
- Marathon Equipment Co.
- PTR Baler and Compactor Co.
- Rudco Products
- Sebright Products, Inc.
- SP Industries, Inc.
- Wastequip

PProdS Program

Total Compactor Sales



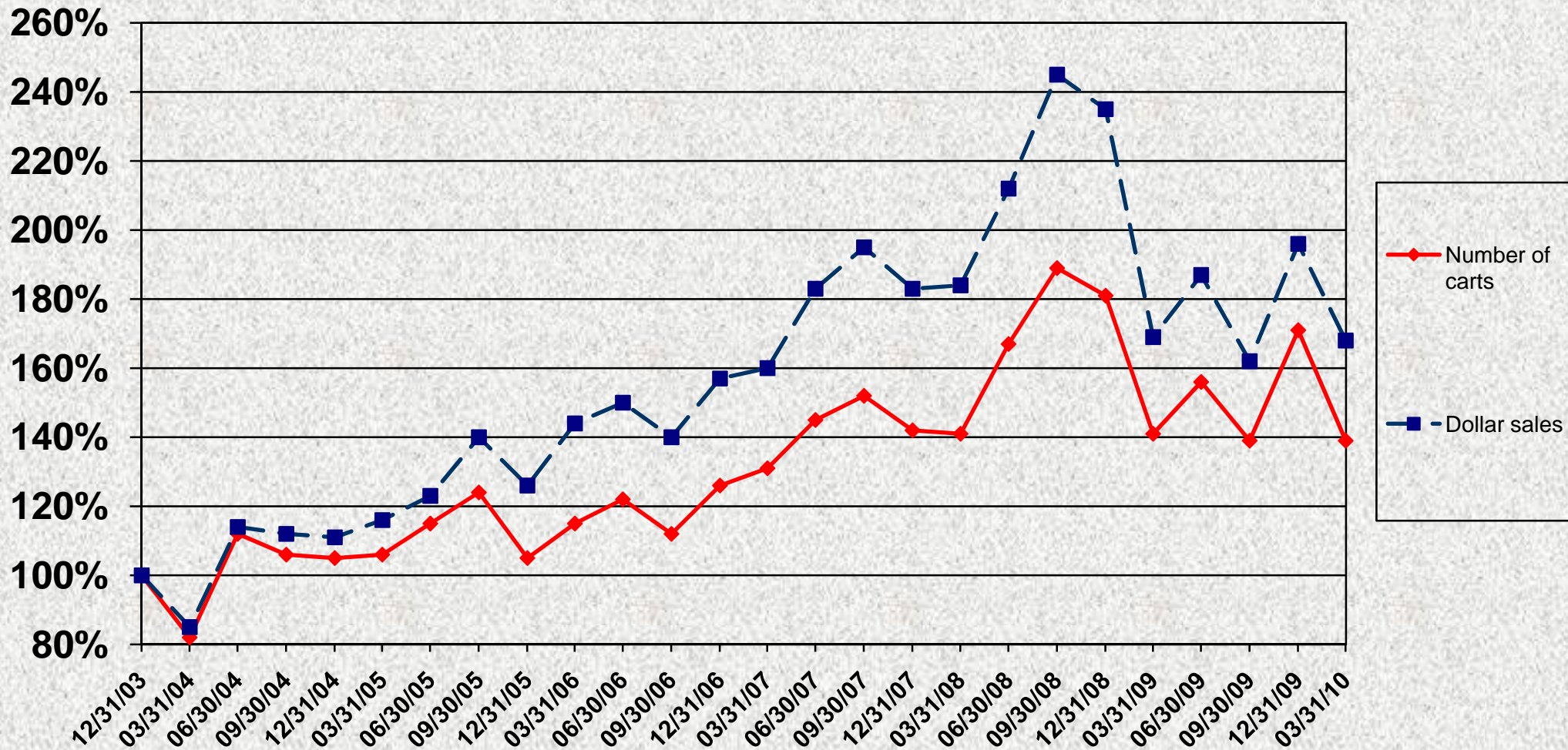
PProdS Program

Participants – Two Wheel Carts

- Cascade Engineering, Inc.
- IPL Products
- Otto Environmental Systems, Inc.
- Rehrig Pacific Company
- Schaefer Systems International, Inc.
- Wastequip

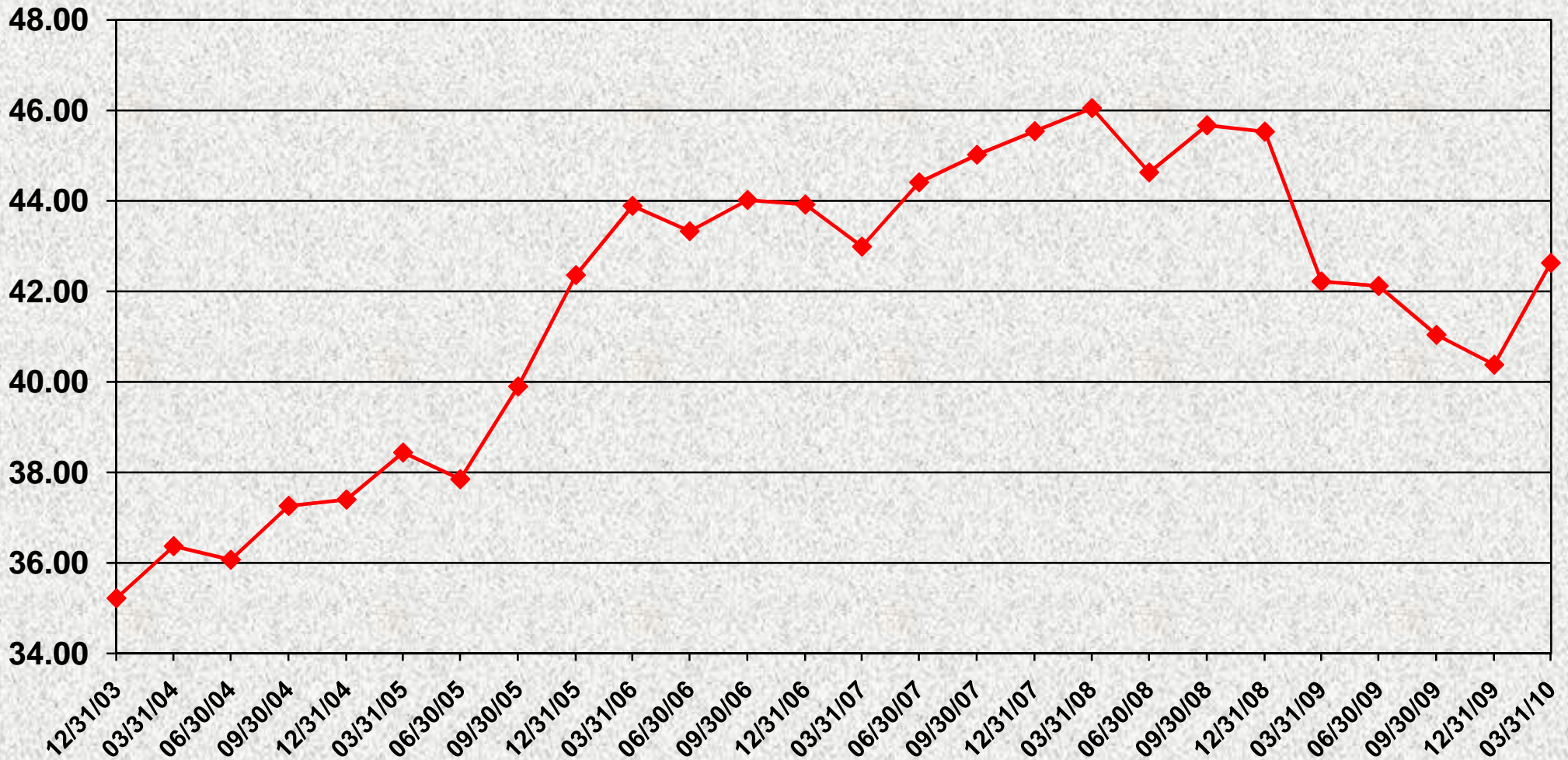
PProdS Program

Two Wheel Carts



PProdS Program

Price per Cart – All Sizes



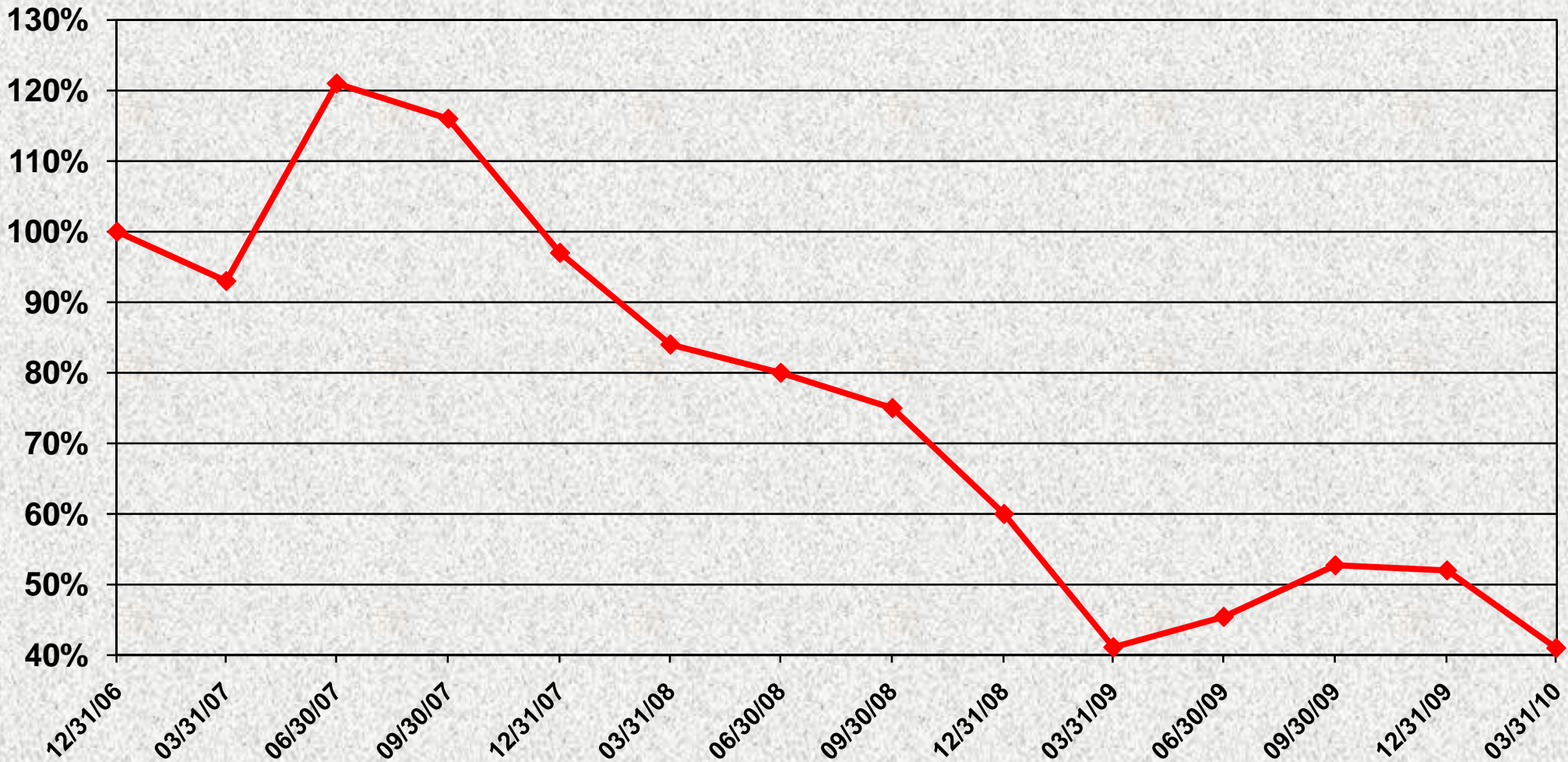
PProdS Program

Participants – Commercial Containers

- Advanced Custom Equipment Systems
- Ameri-Kan
- Carolina Fabrication
- Cascade Engineering
- Cooper Tank & Welding
- East Coast Containers
- J.V. Manufacturing, Inc.
- Marathon Equipment Co.
- Northeast Industrial
- Otto Environmental Systems, Inc.
- Rehrig Pacific Company
- RPI of Indiana, Inc.
- Rudco Products
- Sebright Products, Inc.
- SP Industries, Inc.
- Wastequip

PProdS Program

Commercial Containers



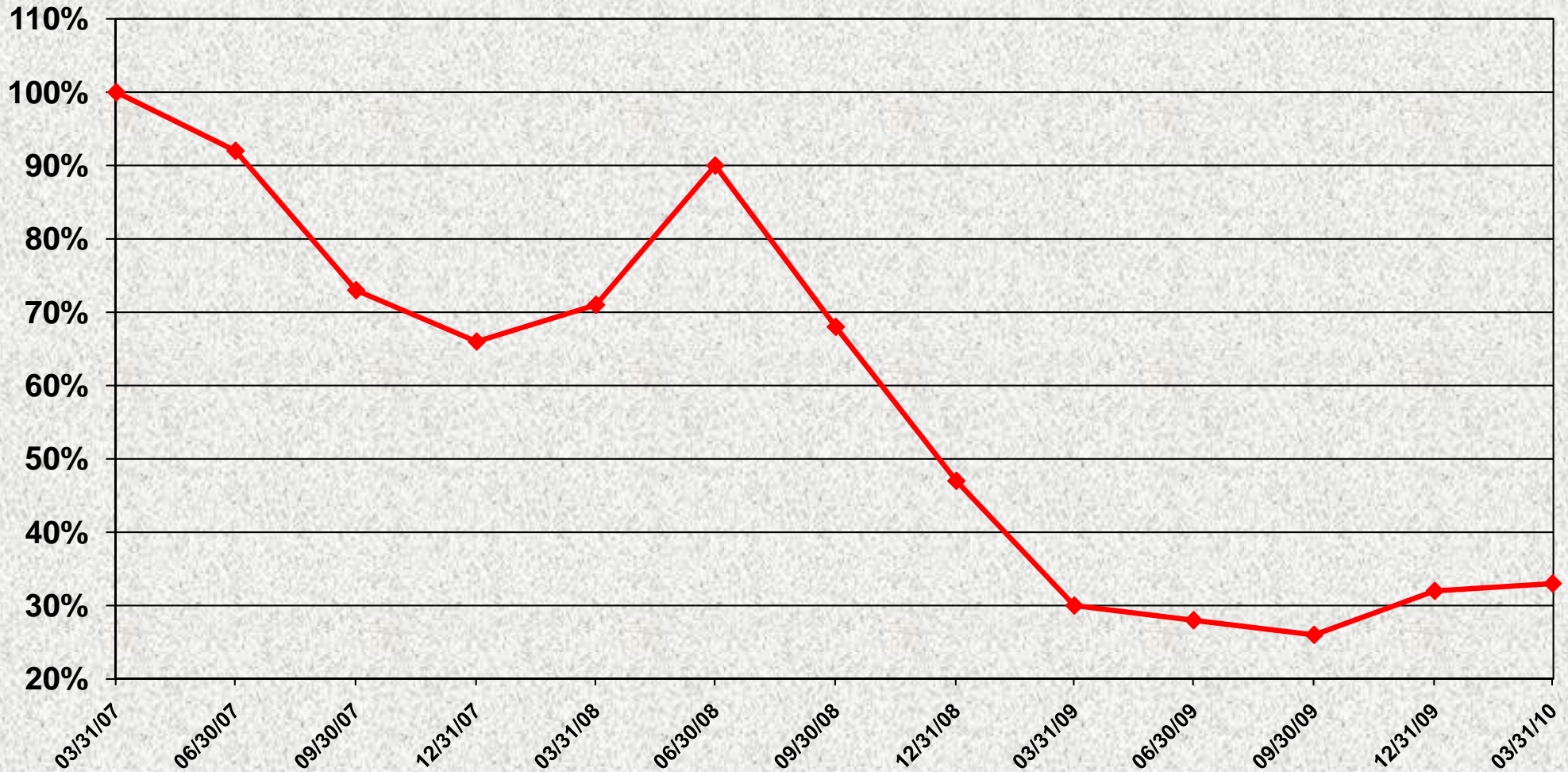
PProdS Program

Participants – Tarping Systems

- Donovan Enterprises
- O'Brian Tarping Systems
- Roll Rite, LLC
- Stellar Industries, Inc.
- Wastequip

PProdS Program

Tarping Systems



Problems with Reporting in the Market Statistics Program

Timeliness of Reporting

- Many companies a reporting data timely, but the list of outstanding reporting for the 2nd quarter 2010 is the worst it's been
- Missing data by report:
 - Containers is missing seven companies
 - Roll offs is missing one company
 - Stationary loader/lifters is missing three companies
 - Monthly balers and compactors have not issued a report since March 2010
 - Balers is missing two companies for reporting through June
 - Compactors is missing four companies for reporting through June

Program Ideas

- Enhance monthly mobile equipment reporting
 - Add additional reporting categories for engine fuel so that production could be broken down between diesel and CNG or other fuels
 - Report participants will have to determine categories for data collection, if additional reporting is desired

Market Statistics Program

Membership Open Discussion

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Questions and Answers