

ISSUE

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NEWFLASH
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A RELATIVE
JOURNAL OF
RECYCLING AND
SECURE SHREDDING

gatewaynews

SOLUTIONS FOR A SUCCESSFUL SECURE SHRED:

Call or email your gateway
account rep + request a quote.

We will set up on-site or off-
site secure destruction of
sensitive documents.

Your confidential documents
will be shredded to NAID
Certified Standards, then enter
our CLOSED LOOP SYSTEM
for added security, then
recycled.

You will receive a certificate of
destruction and can continue
any other cleanouts with a
clear mind that your docs have
been securely destroyed.

SET UP YOUR SHRED:

Cleveland: 216.341.8777

Pittsburgh: 412.837.8777

Toledo: 419.729.9777

www.gatewayrecycle.com



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help save our planet – it's worth it.

Sustainability is a very complex term. It goes beyond recycling. It goes beyond the conservation of water and nonrenewable resources. It is the integration of all of these things we can do to improve the environment and future lifestyles

Sustainability is defined by the 1987 Environment and Development Report - Our Common Future as *"Development that meets the needs of the present without compromising the needs of future generations."*

Sustainability is a paradigm shift that leads us to reorder our priorities and account for value in a different way. It asks us to use creativity and technology to create a better world. As William McDonough, author of *Cradle to Cradle* says *"the thrill is not getting to zero waste, but in unleashing creativity through a new vision of abundance."*

The sustainability objectives of Gateway Recycling address fundamental elements that help businesses to become environmentally responsible through "green-programs". Companies work with a customized recycling program so the waste the business produces is being recycled and waste to the environment is reduced. These solutions are not easy and require collaboration among many members of an organization.

Gateway Recycling strives to be a resource to accomplish your sustainability goals through recycling for all Midwest businesses.





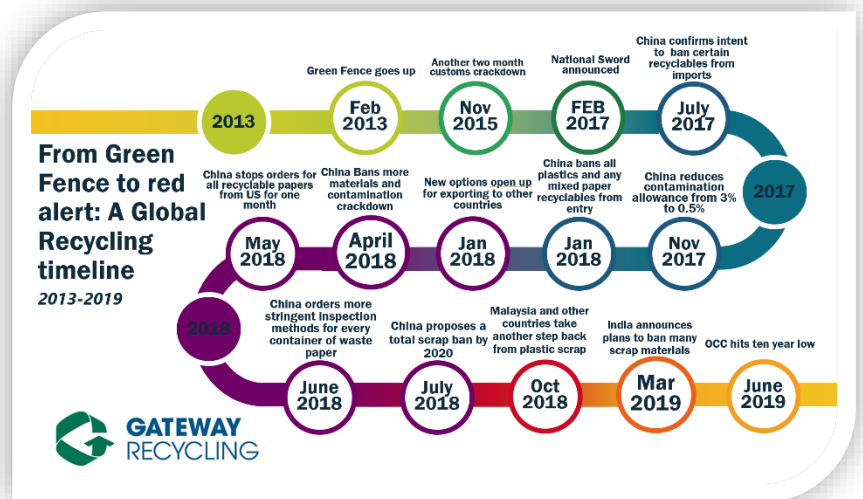
the markets.

TAKE AN IN-DEPTH LOOK THROUGH OUR EYES TO HOW THE RECYCLING MARKETS ARE CHANGING.

Gateway wanted to send along a brief summary of the current scrap recycling markets and the challenges we all face together in today's markets.

Paper Mills and Plastic End-Users in the United States have lowered market prices to their lowest levels since 2008-2009. As we hoped the downswing from 2017 would have already reached the bottom and flattened out, experts and end-users around the country are saying commodity pricing will continue to stay depressed for the near future.

The continued decline of the scrap recycled commodities market is largely due to China's "Scrap Ban" that began about 18 months ago and has continued to become more stringent. As 40% of the world's outlets for baled recycled material essentially disappeared, paper mills and end-users in the States and other markets are flooded with inventory and face no competition for the material. Below is a timeline showing the past & current situations in detail:



Gateway Recycling is here to support your company's recycling efforts through any market. We appreciate your partnership and look forward to working with you for many years to come.

the recyclingteam roster

WE TAKE PRIDE IN KNOWING OUR CUSTOMERS AND THEIR RECYCLING GOALS.
INTRODUCING SOME OF OUR NEW FACES AT GATEWAY!

We are green. What do green things do? They grow!

Our sales team has grown by two new employees over the past 18 months. We wanted to give them a proper introduction.
Meet Ian and Mike!



Ian Rammel joined Gateway Recycling's Toledo's team as a recycling Account Executive in January 2018. His concentration is growing and maintaining recycling partnerships in our southern Toledo territory (Bowling Green, Findlay, Lima, Defiance, Fostoria, etc). This territory is very fitting for Ian as he grew up in Spencerville, Ohio and graduated from Heidelberg University. Outside of work, Ian can be found enjoying his family of three boys, Chael, Weston, and Forrest.



Michael Labry joined Gateway Recycling's Cleveland sales team as a recycling Account Executive in December 2018. His concentration is growing and maintaining recycling partnerships in our Cleveland East territory (Cleveland, Canton, Ashtabula, Erie, Youngstown, etc). Michael grew up in Twinsburg, Ohio and Graduated from Ashland University where he was a 2016 NCAA Division II national wrestling Champion. Outside of work, Michael enjoys hiking, boating, and being with his family.



SPECIAL RECOGNITION TO OUR CONFIDENTIAL STAR

Angie Wade was recognized as Chapter Member of the year by the Association of Records Managers and Administrators (ARMA) Northeast Ohio Chapter. Congratulations Angie on all your hard work and dedication towards security compliance.



ASK AND YOU SHALL
RECEIVE --

WE ASKED
CUSTOMERS WHY
THEY CHOOSE
GATEWAY — HERE'S
WHAT WE HEARD:

Gateway is Family Owned
and Operated

One Point of Contact for
Customers

Accurate reporting of
weights, transparency with
paperwork.

Timely payment

Gateway has a full service
department. We can
handle all recycling needs
from set up to service to
equipment sales.

Feedback provided on
ways to improve

Helping companies reach
their sustainability goals as
partners



DID YOU KNOW..

Making recycled paper instead of new paper uses 64 percent less energy and uses 58 percent less water.

Every year, 2.4 million tons of PET plastic is discarded in the U.S. and 26 percent to 41 percent of this is water bottle.

pressing topics

AT GATEWAY WE DO MORE THAN JUST PROVIDE AN ENVIRONMENTALLY BENEFICIAL WASTE REDUCTION SERVICE.. WE ALSO CONTRIBUTE TO THE COMMUNITY –



Tis the season for Shred Days + Team Volunteering..

Gateway Confidential provides a secure shredding service to many communities and businesses in the area. Our unique Closed Loop System isn't our only 'one of a kind' offering, our Shred Squad cant be beat!



Pictures also include the volunteering at Akron Canton Food Bank



CLEVELAND, OH



TOLEDO, OH



PITTSBURGH, PA

WWW.GATEWAYRECYCLE.COM