



# Certified Compostable Products: Our Perspective

# Veteran Compost

- Built first compost pile in July 2010
- Facilities in Aberdeen, MD and Alexandria, VA
- 35 full-time employees
- Collect and Compost Food Scraps
- Residential & Commercial Collection Customers
- Products:
  - Compost (Bulk and Bagged) OMRI and All-Natural
  - Worm Castings (Bulk and Bagged)
  - Soil Mixes (Bulk and Bagged)
  - Topsoil

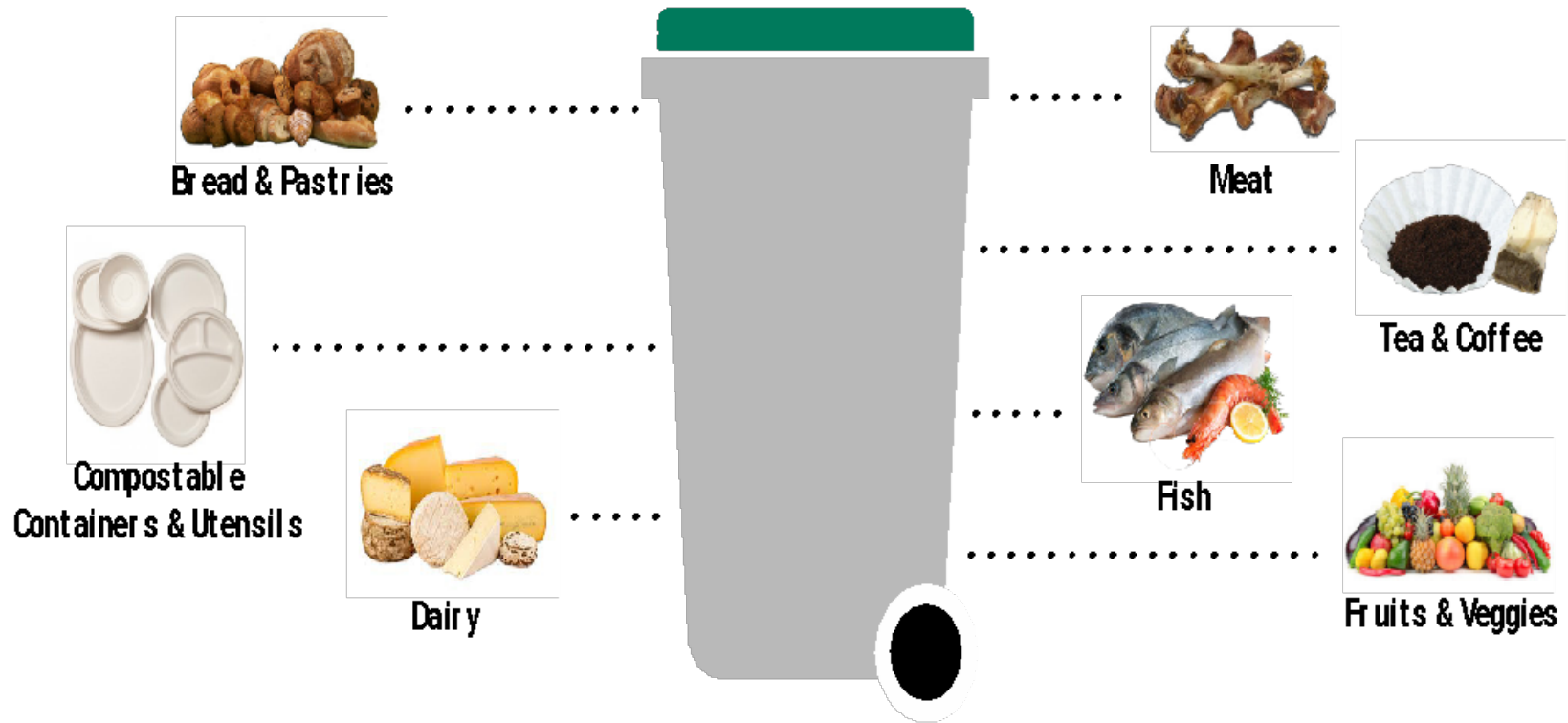


# What We Offer

- **Collection Service** – Residential, office and commercial
- **Material Drop-Off** - Dumpsters from food manufacturers, wood chips from tree trimmers
- **Special Events** - From 50 person weddings to music festivals and bowl games
- **Product Sales** – Bulk and bagged via retail, internet, wholesale and direct to consumer
- **Product Depackaging** - (Manual Depack)



# WHAT IS COMPOSTABLE?



**The following non-compostable items do not go in this bin:**

Paper Packaging  
Liquids

Glass  
Plastic Bags

Oil or Liquid Fat  
Metals



If you have any questions about composting, please contact [info@veterancompost.com](mailto:info@veterancompost.com)

# Some Notable Customers

- Wegmans
- Baltimore Ravens
- McCormick Spice Company
- T Rowe Price
- University of Maryland Medical System
- Johns Hopkins
- Washington Nationals
- Google
- Patagonia
- Chipotle
- Baltimore Orioles
- Amazon
- MOMs Market
- Medstar
- National Aquarium
- Stevenson University
- City of Baltimore
- Hyatt Hotels
- Pompeian Olive Oil
- Smuckers
- LUSH Cosmetics
- British Embassy
- Northrop Grumman
- Pandora
- Washington Commanders

# Why We Accept Certified Compostable Items

- **Personally** – I think single-use disposable plastics are a historic mistake. I want to change things for the future
- **Professionally** - We want to make diversion easy for our customers and minimize contamination. That helps from a business perspective and with product quality

# The Questions I get asked the most

- **Do they really break down?** Yes, things that are certified compostable break down in average compost systems. They are much better than the items 10 years ago
- **What about organic compost?** We make OMRI certified and All-Natural Compost. Our secret - make two piles 🍷
- **What about contamination?** Anyone dealing with food scraps is going to see contamination. Blaming compostables seems like blaming the firefighters and letting the arsonists walk....

# The 3 Things I Focus On Related to Compostables

- **Labeling** – Compostable items need to be well-labeled to add consumers and composters.
- **Monetization** - Compost facilities need to be compensated for their work handling these materials. EPR is key
- **Trash-Talking** - If folks don't want to accept these items, that's the beauty of freedom in the US. But, no need to knock the products....







## Questions??

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