

# Washington State Recycling

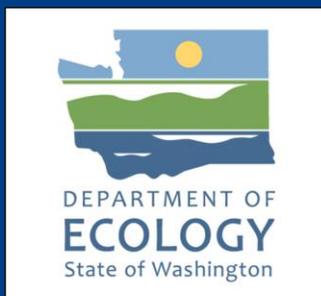
## Recycling Companies and Revenue

*Prepared for The State of Washington,  
Department of Ecology*

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Ellie Potts

Tony Peterson



**CENTER FOR  
ECONOMIC AND  
BUSINESS RESEARCH**



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## About the Authors

The Center for Economic and Business Research is an outreach center at Western Washington University located within the College of Business and Economics. In addition to publishing the Puget Sound Economic Forecaster, the Center connects the resources found throughout the University to assist for-profit, non-profit, government agencies, quasi-government entities, and tribal communities in gathering and analyzing useful data to respond to specific questions. We use a number of collaborative approaches to help inform our clients so that they are better able to hold policy discussions and craft decisions.

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We are always seeking opportunities to bring the strengths of Western Washington University to fruition within our region. If you have a need for analysis work or comments on this report, we encourage you to contact us at 360-650-3909 or by email at [cebr@wwu.edu](mailto:cebr@wwu.edu).

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The Center for Economic and Business Research is directed by Hart Hodges, Ph.D. and James McCafferty.

## Introduction

This three-part comprehensive report is a search and analysis of the businesses that sort and refine Washington's recyclable materials into sellable commodities, and the intermediate and end-users that use recyclable materials in manufacturing. Using existing databases and survey data, this report examines main processors in the supply chain, locations of generation and remediation, economic impacts, and equity concerns in Washington state. The goals of the three-part comprehensive report include a qualitative and quantitative baseline report of Washington state's recycling industry to identify opportunities, existing benefits, potential benefits, and conduct an environmental justice and equity analysis. The three parts of this Recycling Baseline Report include policy recommendations based on capacities, needs, gaps, barriers and opportunities identified within the state:

- *Part one: Recycling Companies and Revenue*, provides economic data related to management of recyclable materials in Washington state and their principal processors.
- *Part two: Economic Impact of Recycling*, examines economic contribution of the recycling industry, identifying direct, indirect, and induced economic impacts of potential expansion within the recycling industry.
- *Part three: Equity Analysis of Recycling*, examines environmental justice and equity concerns within the solid waste and recycling system, mapping health and environmental hazard variables to facility locations.

## Executive Summary

### Part one: Recycling Companies and Revenue

This report provides reported income, employment, and size information of the largest companies in Washington state within selected sector and industry classifications. Survey data is also collected from some companies. A separate directory of survey information is provided including company name, general business information, material output, and location for survey respondents.

### Data Classification

The North American Industry Classification System (NAICS)<sup>1</sup> classifies business establishments for statistical data usage. For this baseline report, the industries of Waste Collection (NAICS 562) and Recycling Material Merchant Wholesalers (423930) are investigated to understand recycling in Washington state. The more numbers within the NAICS code, the more specific the sector. The Bureau of Economic Analysis describes the digits as so: the first two digits of the NAICS code designate the sector, the third designates the subsector, the fourth designates the industry group, the fifth digit designates the NAICS industry, and the sixth designates the national industry<sup>2</sup> (the 6-digit US NAICS code ends in zero). Therefore, Waste Collection, a 3-digit code, is split into a total of three different industry groups examined in this report: Waste Collection, Waste Treatment and Disposal, and Remediation and Other Waste Management Services. These industry groups are all examined to understand the size of industries engaged in both waste streams and recycling, material recovery and disposal. Of the three industry groups in Waste Management (562), the Remediation and Other Waste Management Services subsector (5629) is further examined into three 6-digit categories that are directly engaged in recycling.

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<sup>1</sup> NAICS Association, <https://www.naics.com/search/>

<sup>2</sup> Bureau of Economic Analysis, <https://www.bea.gov/help/faq/19>

This includes Remediation Services, Material Recovery Facilities, and All other Waste Management Services.

The number of establishments, employment, and salary data is examined for the following codes (with 3-digits or more) for all Waste Collection industry groups referenced in this report. This report also examines gross business income for Remediation and Other Waste Management Services (5629).

- Administrative and Support and Waste Management and Remediation Services – Code 56
  - Waste Management and Remediation Services 562.
    - Waste Collection – Code 5621
    - Waste Treatment and Disposal – Code 5622
    - Remediation and Other Waste Management Services – Code 5629
      - Remediation Services – Code 562910
      - Material Recovery Facilities – Code 562920
      - All other Waste Management Services – Code 562990

The number of establishments, employment, salary data, and gross business income is examined for Recyclable Material Merchant Wholesalers (423930). This industry group is within the following sector:

- Wholesale Trade – Code 42
  - Merchant Wholesalers, Durable Goods – Code 423
    - Miscellaneous Durable Goods Merchant Wholesalers – Code 4239
      - Recycling Material Merchant Wholesalers – Code 423930

Additional information on the NAICS code system and industry descriptions can be found at NAICS Association<sup>1</sup> site and the Bureau of Economic Analysis<sup>2</sup>.

## Industry Descriptions

This report identifies the principal processors and manufacturers of recyclable materials, using publicly available databases, supplemented with survey information. Two main groups are examined within this report, including Waste Management and Remediation Services sector (NAICS 562), and Recyclable Material Merchant Wholesalers industry (NAICS 423930).

The industries of Material Recovery Facilities (NAICS 562920) and Remediation Services (NAICS 562910) are also examined in detail within this report. According to the Bureau of Economic Analysis<sup>2</sup>, Material Recovery Facilities (MRF) industry includes some waste recovery facilities and companies involved in the removal of recyclable materials from waste streams<sup>3</sup>. This industry is directly involved with nearly all materials in the recycling sector (except soil, see Remediation Services) and is highly relevant to the recycling focus of this report.

According to the Bureau of Economic Analysis<sup>2</sup>, the Remediation Services (NAICS 562910) industry includes companies that manage asbestos, lead, and toxic material abatement, lead abatement, biohazard cleanup services, environmental remediation, hazardous material removal and disposal, mine reclamation services, soil remediation, and revegetation. This industry's involvement with mine sites, building remediation, soil and environmental remediation has a less direct but still important relation to the recycling sector<sup>4</sup>. Organic material recovery (such as soil), and other recycled materials can be involved within the material stream of this sector, and according to this report's survey data, some companies are involved in both remediation and material recovery or repurpose. While included in Waste Management sector, this industry is not a focus of this report, but rather is to give greater context of the industry and survey results.

Recyclable Material Merchant Wholesalers (NAICS 423930) include companies involved in reclamation and merchant wholesale of numerous materials. This includes bags, bottles, boxes, electronic parts, industrial waste, metal, oil, paper, plastic, rags, rubber, textile, and other scrap materials.<sup>5</sup> The companies within this industry are primarily engaged in the wholesale and distribution of these recyclable materials, acting as the middle role between collection of used materials and recovery and repurpose of these new materials.

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<sup>3</sup> NAICS Association, *Materials Recovery Facilities*, <https://www.naics.com/naics-code-description/?code=562920&v=2022>

<sup>4</sup> NAICS Association, *Remediation Services*, <https://www.naics.com/naics-code-description/?code=562910&v=2022>

<sup>5</sup> NAICS Association, *Recyclable Material Merchant Wholesalers*, <https://www.naics.com/naics-code-description/?code=423930>

## Industry Size Summary

Within Washington state, as of 2019, there are 214 establishments in the NAICS code 5621 category of Waste Collection, 35 in Waste Treatment and Disposal (NAICS 5622), and 336 in Remediation and Other Waste Management (NAICS 5629). This comprises 585 total establishments and a count of 15,632 employees in the Waste Management and Remediation Services sector (NAICS 562).

Drilling deeper into Remediation and Other Waste Management Services industry group (NAICS 5629), which includes 154 establishments in Remediation Services (NAICS 562910) and 32 in Material Recovery Facilities (NAICS 562920). Remediation and Other Waste Management Services industry group (NAICS 5629) had a gross business income of nearly \$456 million in quarter 1 of 2022, including Material Recovery Facilities (NAICS 562920) gross business income of over \$21 million.

Selected companies with top income values in Waste Management and Remediation Services (NAICS 562) includes Waste Management of Washington, Global Diving & Salvage Inc., and Emerald Services. The top three Material Recovery Facilities (562920) in Washington by reported income are Cedar Grove Composting Inc., Seattle, Columbia Resource Corporation in Vancouver, and Pacific Topsoils Inc. in Snohomish.

There are a total of 143 establishments and 2,412 employees in Washington's Recyclable Material Merchant Wholesalers industry (NAICS 423930). The gross business income within the industry was over \$470 million in quarter 1 of 2022. The top three companies by reported income include Seattle Iron & Metals Corporation in Seattle, employing 125 workers, followed by Tacoma's Schnitzer Steel Industries Inc. employing 117 workers, and Simon Metals LLC, also in Tacoma and employing 70 workers.

## Sources and Data Limitations

A wide range of public and proprietary data is used within this report. The information within this report is gathered from a variety of databases, including JobsEQ, Dun & Bradstreet, the US Census, and Washington state Department of Revenue. JobsEQ of Chmura Economics & Analytics collects information quarterly from an amalgamation of sources, including Bureau of Labor Statistics, Bureau of Economic Analysis, Census Bureau, and compiles historical data to create economic forecasts. All forecasts within this report are future predictions based on historical data, and reliance on forecasts should be accompanied with caution due to possible error. Dun & Bradstreet collects primary data and estimations based on other data streams available. Dun & Bradstreet data owns the Mergent Intellect source, which is collected on a rolling basis through questionnaires and surveys. This data source is used for identifying the companies involved in recycling, and the source's reported income and locations are also provided within this report. The Department of Revenue's regional gross business income is a more accurate source for identifying recycling company income, and data is organized by Workforce Development region.

## The Waste Management and Remediation Services Sector

The Waste Management and Remediation Services (NAICS 562) sector is engaged in the collection, treatment, and disposal of waste materials. According to the United States Census Bureau, this includes haulers of waste materials, material recovery facilities (MRFs, which sort recyclable materials from the trash stream), remediation services (cleanup of contaminated buildings, mine sites, soil, or ground water), and septic pumping and other miscellaneous waste management services. Within this sector, there are three industry groups; separated by waste collection (NAICS 5621), waste treatment and disposal (NAICS 5622), and remediation and other waste management (NAICS 5629).<sup>6</sup>

As of the first quarter of 2022, the Waste Management and Remediation Services sector (NAICS 562) in Washington state employs 17,921 employees, the 52<sup>nd</sup> largest sector of 103 3-digit sectors. The average annual wage in this sector is \$86,214. This sector in Washington is forecasted to have a growth rate of 1.8% within the next year, 0.3% greater than the 1.5% annual growth of all sectors. Employees are expected to increase by 992 within the next three years, 1,684 within the next five years, and 3,526 within the next ten years.<sup>7</sup>

### Employment and Salaries

In 2019, Washington state held 585 establishments within the Waste Management and Remediation Services sector. The following table displays the number of establishments, employment counts, and average salaries for all the 4-digit NAICS code industry groups relevant to recycling within the Waste Management and Remediation Services sector in Washington state in 2019. The industries Remediation Services (NAICS 562910) and Material Recover Facilities (NAICS 562920) are within the Remediation and Other Waste Management Services industry group (NAICS 5629).

*Table 1: Number of Establishments, Employment, and Average Salary for Sector NAICS 562, Washington state, 2019*

Waste Management and Remediation Services Industry (NAICS 562)			
Industry groups	Number of Establishments	Employment	Average Salary
<i>Waste Collection (5621)</i>	214	5,045	\$68,757
<i>Waste Treatment and Disposal (5622)</i>	35	2,886	\$101,607
<i>Remediation and Other Waste Management Services (5629)</i>	336	7,701	\$77,431
<b>Total in Waste Management and Remediation Services sector (562)</b>	<b>585</b>	<b>15,632</b>	<b>\$77,095</b>

Source: United States Census Bureau<sup>8</sup>

<sup>6</sup> United States Census Bureau, Sector 56. <https://www.census.gov/naics/?input=562&year=2022&details=562>

<sup>7</sup> JobsEQ Waste Management and Remediation Services Industry Spotlight Projections, Data Collected from Bureau of Labor Statistics, <https://www.chmura.com>

<sup>8</sup> United States Census Bureau, <https://www.census.gov/programs-surveys/cbp/data/datasets.html>

Under the umbrella of this sector includes Remediation and Other Waste Management Services industry group (NAICS 5629), capturing all Remediation Services, Materials Recovery Facilities, Septic Tank and Related Services, and All Other Miscellaneous Waste Management Services. The following table displays the number of establishments, employment counts, and average 2019 salaries of Washington’s industries within the Remediation and Other Waste Management Services industry groups that are relevant to recycling. This includes Remediation Services (562910) and Materials Recover Facilities (562920).

*Table 2: Number of Establishments, Employment, and Average Salary for Industry group NAICS 5629, Washington state, 2019*

<b>Remediation and Other Waste Management Services Industry group (NAICS 5629)</b>			
<b>Industries</b>	<b>Number of Establishments</b>	<b>Employment</b>	<b>Average Salary</b>
<i>Remediation Services (562910)</i>	154	5,468	\$86,942
<i>Materials Recovery Facilities (562920)</i>	32	963	\$56,649
<i>All other Waste Management Services (562990)</i>	150	1,270	\$52,240
<b>Total of all industry groups in the Remediation and Other Waste Management Services Sector (5629)</b>	<b>336</b>	<b>7701</b>	<b>\$77,431</b>

Source: United States Census Bureau<sup>8</sup>

For the tables above, data is gathered from 2019 United States Census Bureau County Business Patterns dataset. The number of establishments differs from company count within this data set. An establishment is a single physical location at which business is conducted or services or industrial operations are performed. It is not necessarily identical with a company or enterprise, which may consist of one or more establishments. Average salaries are found from dividing annual payroll by employee count.

The United States Census Bureau defines employment and establishment as the following:

**Employment**

Paid employment consists of full- and part-time employees, including salaried officers and executives of corporations, who are on the payroll in the pay period including March 12. Included are employees on paid sick leave, holidays, and vacations; not included are sole proprietors and partners of unincorporated businesses.

**Establishment**

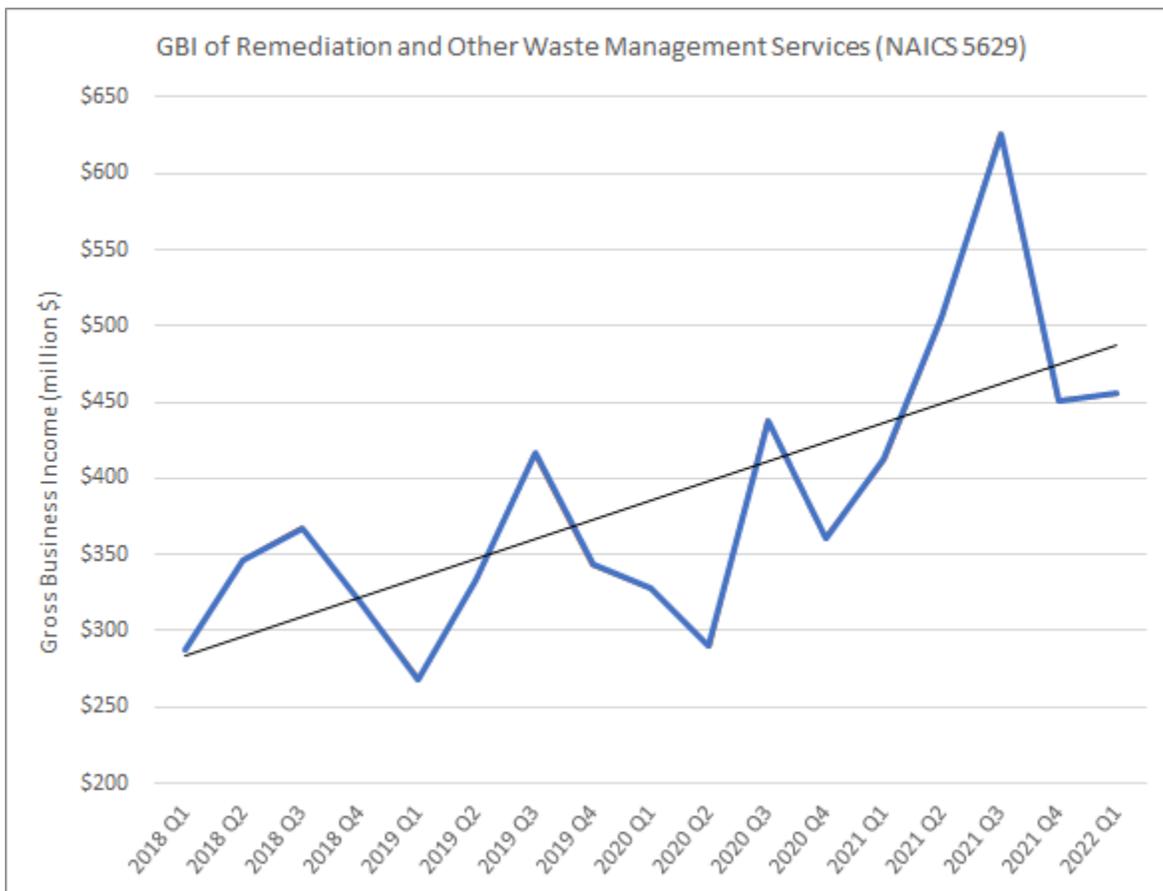
An establishment is a single physical location at which business is conducted or services or industrial operations are performed. It is not necessarily identical with a company or enterprise, which may

consist of one or more establishments. When two or more activities are carried on at a single location under a single ownership, all activities generally are grouped together as a single establishment. The entire establishment is classified on the basis of its major activity and all data are included in that classification. Establishment counts represent the number of locations with paid employees any time during the year.

## Gross Business Income

The following chart illustrates a graph of Gross Business Income of the Remediation and Other Waste Management Services industry group (NAICS 5629) in Washington state from 2018 to 2022 quarterly. It shows the income in millions of dollars up until the first quarter of 2022, the most recent data posted from the Department of Revenue. In the first quarter of 2018, gross revenue was over \$287 million dollars, with a general upward trend, peaking at \$626,128,917 in the third quarter of 2021. The most recent amount from the first quarter of 2022 has total income at \$455,904,552.

Figure 1: Gross Business Income of Remediation and Other Waste Management Services (NAICS 5629), Washington state, 2018-2022



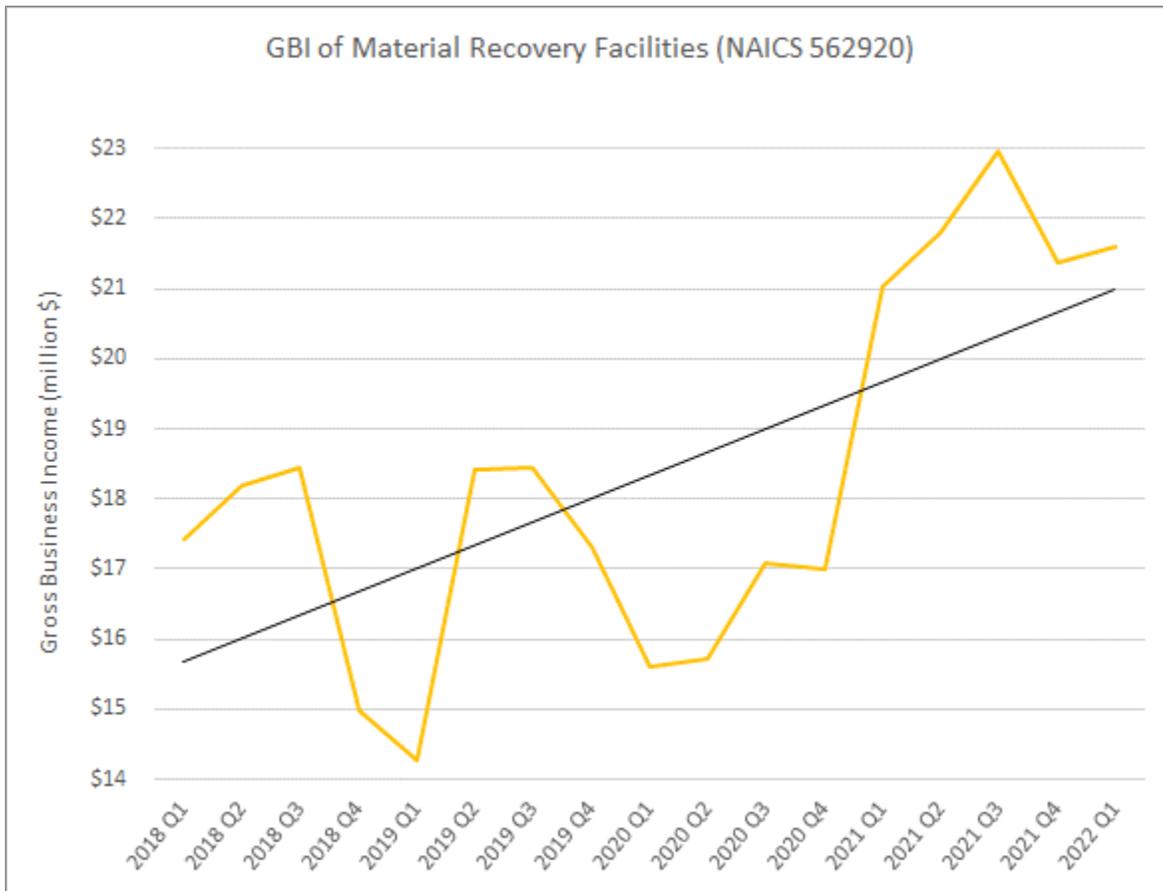
Source: Department of Revenue<sup>9</sup>

See Appendix A for graphs for the other indirectly related industry groups: Waste Collection (NAICS 5621) and Waste Treatment and Disposal (NAICS 5622).

<sup>9</sup> Department of Revenue, <https://dor.wa.gov/about/statistics-reports>, <https://apps.dor.wa.gov/ResearchStats/Content/GrossBusinessIncome/Report.aspx>

The following chart illustrates a graph of Gross Business Income of the Material Recovery Facilities industry (NAICS 562920) in Washington state from 2018 to 2022 quarterly. It shows the income in millions of dollars up until the first quarter of 2022, the most recent data posted from the Department of Revenue. In the first quarter of 2018, gross revenue was over \$17 million dollars, with steep downturn at the end of 2019 and start to 2018, as in the first quarter of 2019 GBI was at \$14 million. The industry in Washington state made a comeback in quarter 1 of 2019, spiking from \$17 million to \$21 million. The 2022 year began with \$21,591,770 in GBI.

Figure 2: Gross Business Income of Material Recovery Facilities (NAICS 562920), Washington state, 2018-2022



Source: Department of Revenue<sup>9</sup>

## Company Income

Below is a table of select companies leading by reported income in Washington state within the Waste Management and Remediation Services sector (NAICS 562). Waste Management of Washington leads in recycling income at \$110 million, followed by Emerald Services Inc., at \$84 million, and then Harold Lemay Enterprises Inc. at \$52 million.

*Table 3: Selected Companies in Waste Management and Remediation Services (NAICS 562) by Top Reported Income Values, Washington state*

Company Name	Reported Income	Location	Employment
Waste Management of Washington, Inc.	\$110,424,643	Seattle	329
Emerald Services, Inc.	\$84,552,041	Seattle	260
Harold Lemay Enterprises, Inc.	\$52,133,382	Parkland	568
Cedar Grove Composting, Inc.	\$45,390,730	Seattle	198
Rabanco Companies	\$24,375,099	Seattle	100
Columbia Resource Corporation	\$20,294,153	Vancouver	85
Pacific Topsoils Inc.	\$18,966,833	Snohomish	90

Source: Dun & Bradstreet<sup>10</sup>

Within the industry group of Remediation and Other Waste Management Services, six of the top ten companies by reported income are within the Material Recovery Facilities industry (562920). This includes Cedar Grove Composting Inc., Columbia Resource Corporation, Pacific Topsoils Inc., Murrey's Disposal Company Inc., Waste Management of Washington Inc., and Skagit River Steel & Recycling Inc. Below is a graph of this industry, with material recovery facilities all over the state. Cedar Grove Composting in Seattle leads at \$45,390,730 in reported income, followed by Columbia Resource Corporation of Vancouver and Pacific Topsoils Inc. of Snohomish.

<sup>10</sup> Dun & Bradstreet, *Mergent Intellect*, <https://www.mergentintellect.com/index.php/search/index>

*Table 4: Selected Companies Material Recovery Facilities (NAICS 562920) Services by Top Reported Income Values, Washington state*

Company Name	Reported Income	Location	Employment
Cedar Grove Composting, Inc.	\$45,390,730	Seattle	198
Columbia Resource Corporation	\$20,294,153	Vancouver	85
Pacific Topsoils Inc.	\$18,966,833	Snohomish	90
Murrey’s Disposal Company, Inc.	\$14,685,405	Tacoma	66
Waste Management of Washington, Inc.	\$13,772,886	Seattle	99
Skagit River Steel & Recycling, Inc.	\$12,012,672	Anacortes	44
Lautenbach Recycling	\$10,672,739	Mount Vernon	68
Waste Control Recycling Inc.	\$8,201,080	Longview	70
Green Power Washington Corporation	\$6,667,399	Seattle	125
Sunshine Disposal & Recycling	\$6,418,198	Spokane	15

Source: Dun & Bradstreet<sup>10</sup>

*Dun & Bradstreet is a business directory source used in this report for identifying recycling companies. Dun & Bradstreet data owns the Mergent Intellect directory of business information, which is collected on a rolling basis through questionnaires and surveys. This data source is utilized to display the companies involved in recycling, but the reported income is an estimation gathered from surveys and collection bias. A more accurate representation of income is organized by region using data from the Department of Revenue in the Revenue by Region section.*

## Revenue by region

The Gross Business Income Data on Waste Management taxpayers and Recyclable Material Merchant Wholesale taxpayers is organized by workforce development area. A map of the Workforce Development<sup>11</sup> areas and a list of which counties are in each region is in Appendix B of this report. Workforce areas are defined by the Department of Commerce. The Gross Business Income data from the Department of Revenue is organized by the mailing address of the company's filed income and tax returns. The mailing address may be the taxpayer's primary physical location, or it may be another address, such as their headquarters, accountant or other preferred address (which may be out of state).

Within 2021, the in-state average total gross business income (GBI) of the Waste Management Industry (NAICS 5629) was \$4,030,664. In 2019 and 2020 it was \$3,020,492 and \$3,068,741, respectively. The Seattle-King Workforce Development area had the highest total GBI of \$145,347,827 and highest count of taxpayers at 82, with an average GBI per taxpayer of \$1,772,534. The highest average GBI per taxpayer was \$3,014,091 from the 39 taxpayers in the Northwest Workforce Development area, totaling GBI at \$117,549,541. Snohomish has the third highest GBI total of \$91,602,155, with an average GBI of \$1,552,579 from 59 taxpayers. The Southwest, Pierce, and Spokane Workforce Development areas followed in highest total GBI. The regions that experienced the most growth include the North-Central, Eastern, and Benton-Franklin Workforce Development areas, which grew at rates of 50%, 40%, and 37% from 2019 to 2021. Out-of-state growth was also high within this time frame, at 58%. GBI out of state growth values are companies with a return mailing address (headquartered or branches) out of state but a physical address in state for paying Washington taxes. The Southwest region was the only workforce development area that had a decline in total GBI from 2019 to 2021 of 6%. These values are calculated by taking the difference between 2021 and 2019 total GBI values and dividing by the 2019 total GBI.

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<sup>11</sup> Workforce Development Council, <https://wtb.wa.gov/planning-programs/regional-workforce-plans/>

Figure 3: Waste Management and Remediation Services (NAICS 5629) Taxpayer Count and Average GBI per Taxpayer (2021) by Workforce Development Area [Patterned areas represent higher average GBI per taxpayer]

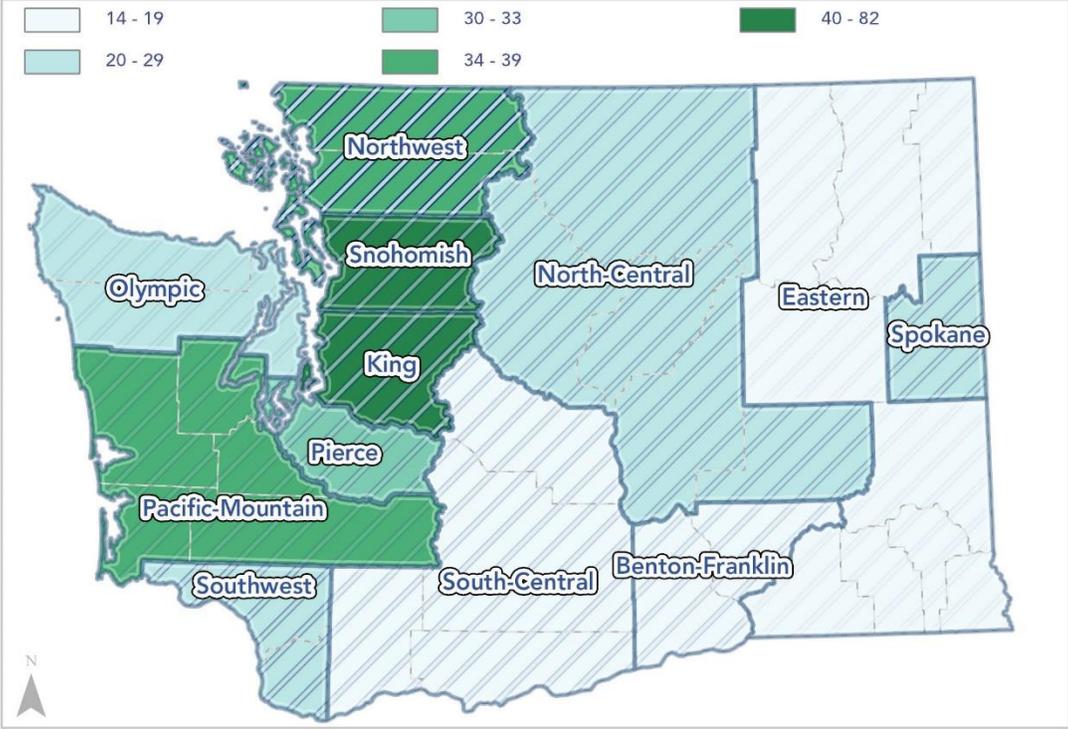
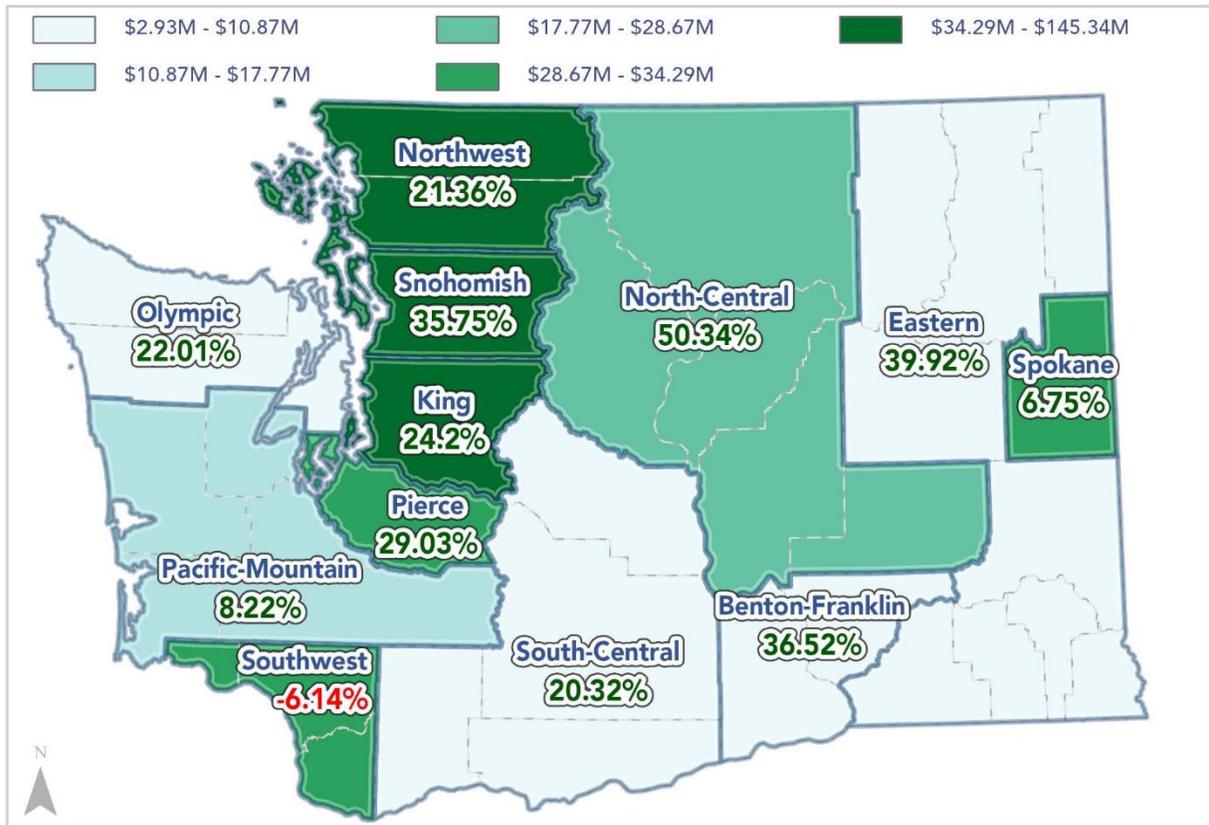


Figure 4: Waste Management and Remediation Services (NAICS 5629) Gross Business Income (2021) by Workforce Development Area [Percentages represent change in GBI between 2019 and 2021]



Below is a table displaying Washington state Department of Revenue’s regional gross business income within the Remediation and other Waste Management Services industry. GBI from 2019 to 2021 collected by the Department of Revenue organized by the 12 workforce development regions.

*Table 5: Gross Business Income for Remediation and Other Waste Management Services (NAICS 5629) by Workforce Development Region, 2019-2021*

Workforce Development Area	2019	2020	2021
Benton Franklin	\$7,962,900	\$8,625,506	\$10,871,248
Eastern	\$2,095,691	\$2,363,613	\$2,932,318
King	\$117,025,943	\$122,062,820	\$145,347,827
North-Central	\$19,073,197	\$21,386,341	\$28,673,777
Northwest	\$96,864,011	\$98,027,095	\$117,549,541
Olympic	\$6,752,672	\$7,613,499	\$8,238,855
Pacific Mountain	\$16,426,958	\$16,425,039	\$17,776,537
Pierce	\$24,950,037	\$29,601,107	\$32,192,945
South Central	\$8,207,905	\$9,962,180	\$9,875,960
Snohomish	\$67,476,625	\$72,938,321	\$91,602,155
Southwest	\$36,536,390	\$33,438,228	\$34,291,270
Spokane	\$29,550,993	\$29,044,081	\$31,545,480
Out of State	\$926,298,254	\$963,201,713	\$1,464,281,003
<b>Total (in state)</b>	<b>\$432,923,322</b>	<b>\$451,487,830</b>	<b>\$530,897,913</b>
<b>Total</b>	<b>\$1,359,221,576</b>	<b>\$1,414,689,543</b>	<b>\$1,995,178,916</b>

Source: Department of Revenue<sup>9</sup>

## The Recyclable Material Merchant Wholesalers Industry

Recyclable Material Merchant Wholesalers deal with materials ranging from bags, bottles, boxes, electronic parts, industrial waste, metal, oil, paper, plastic, rags, rubber, textile, and other scrap materials.<sup>12</sup> This means that a portion of the income within this industry's analysis, such as oil and electronic parts, do not directly affect the materials examined in this report (paper, glass, plastic, organics, metal and textiles) but are still relevant to material recovery and the overall industry.

As of the first quarter of 2022, the Recyclable Material Merchant Wholesalers industry (NAICS 423930) in Washington state employs 1,548 employees. Of the 37 Merchant Wholesalers Industry types, Recyclable Materials ranks 18<sup>th</sup> in employment. Other related Merchant Wholesaler Industries that may influence recycling include Metal Service Centers and Other Metal Merchant Wholesalers (NAICS 423510), employing 2,563 in Washington state, and Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers (NAICS 423810) employing 1,616 employees. Merchant Wholesalers of Durable Goods industry (NAICS 423) consists of 69,780 employees in Washington's workforce, with average annual wages of \$101,623. The Recycling Material Merchant Wholesalers industry (NAICS 423930) has an average annual wage of \$62,824, the third lowest within the Merchant Wholesale industry. This industry in Washington is forecasted to have a growth rate of 0.9% within the next year, which is identical to the average of the Merchant Wholesale industry rate, but 0.6% below the industry average of 1.5% growth. At a 0.9% growth rate, employees are expected to increase by 44 within the next three years, 73 within the next five years, and 150 within the next ten years.<sup>13</sup>

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<sup>12</sup> NAICS Association, *Recyclable Material Merchant Wholesalers*, <https://www.naics.com/naics-code-description/?code=423930>

<sup>13</sup> JobsEQ Waste Management and Remediation Services Industry Spotlight Projections, Data Collected from Bureau of Labor Statistics.

## Employment and Salaries

The following table displays the number of establishments, employment count, and average 2019 salaries of Washington's Recyclable Material Merchant Wholesalers (NAICS 423930) split by employment size. The highest earning salaries are for companies that employ 100-499 employees, at \$69,428 average 2019 salary. There are a total of 143 establishments for Recyclable Material Merchant Wholesalers in Washington state, with the average employee earning a salary of \$53,981.

*Table 6: Number of Establishments, Employment, and Average Salary of Recyclable Material Merchant Wholesalers in Washington state, 2019*

Recyclable Material Merchant Wholesalers			
Employment Size	Number of Establishments	Employment	Average Salary
<i>Less than 5 employees</i>	55	98	\$36,918
<i>5-9 employees</i>	16	95	\$46,295
<i>10-19 employees</i>	28	326	\$49,344
<i>20-99 employees</i>	19	643	\$48,005
<i>100-499 employees</i>	11	540	\$69,428
<i>More than 500 employees</i>	14	440	\$52,652
<b>Total in Recyclable Material Merchant Wholesalers</b>	<b>143</b>	<b>2,412</b>	<b>\$53,981</b>

Source: United States Census Bureau<sup>8</sup>

For the tables above, data is gathered from 2019 United States Census Bureau County Business Patterns dataset. The number of establishments differs from firm count within this data set. Average salaries were found from dividing annual payroll by employee count.

The United States Census Bureau defines employment and establishment as the following:

### Employment

Paid employment consists of full- and part-time employees, including salaried officers and executives of corporations, who are on the payroll in the pay period including March 12. Included are employees on paid sick leave, holidays, and vacations; not included are sole proprietors and partners of unincorporated businesses.

### Establishment

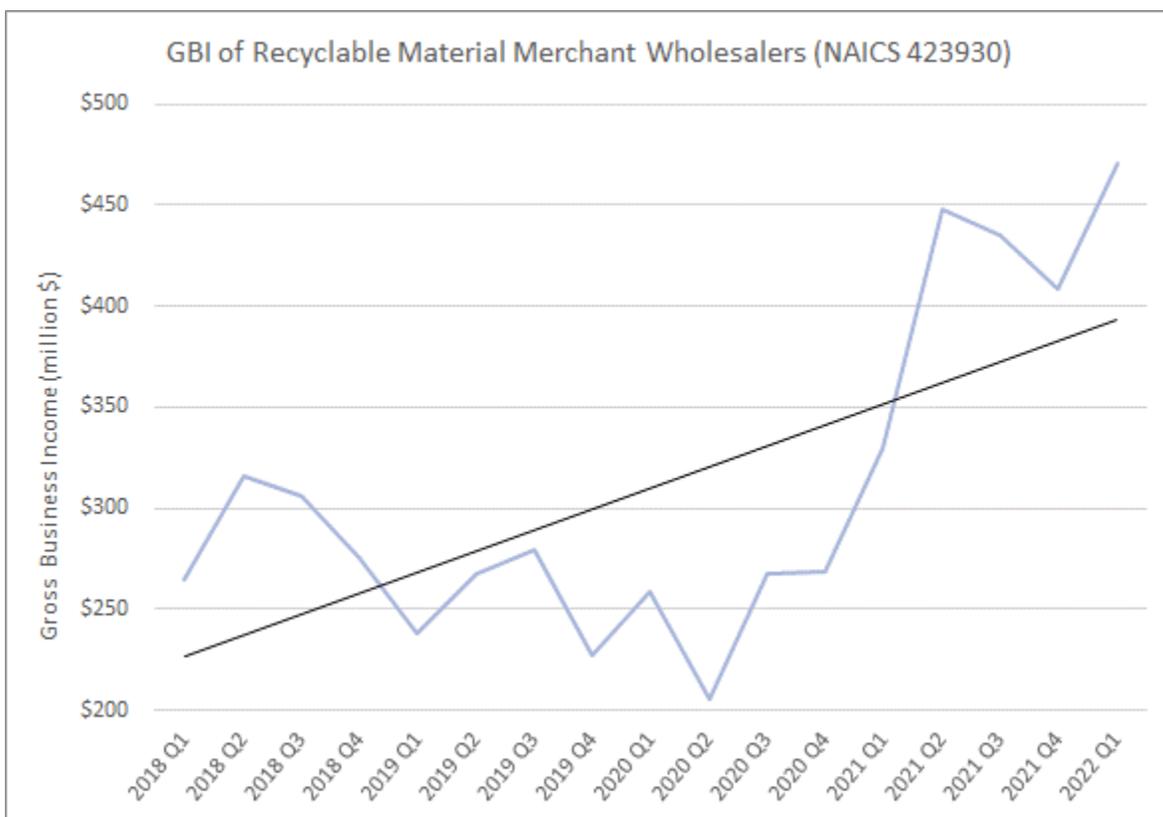
An establishment is a single physical location at which business is conducted or services or industrial operations are performed. It is not necessarily identical with a company or enterprise, which may

consist of one or more establishments. When two or more activities are carried on at a single location under a single ownership, all activities generally are grouped together as a single establishment. The entire establishment is classified on the basis of its major activity and all data are included in that classification. Establishment counts represent the number of locations with paid employees any time during the year.

## Gross Business Income

The following chart illustrates a graph of Gross Business Income of the Recyclable Material Merchant Wholesalers in Washington state from 2018 to 2022 quarterly. It shows the income in millions of dollars up until the first quarter of 2022, the most recent data posted from the Department of Revenue. In the first quarter of 2018, gross revenue was nearly \$265 million dollars, with a downward trend throughout the rest of the year and into 2019. In quarter 2 of 2020, GBI dropped to \$205 million, before beginning a strong upward trend, peaking at \$447,385,667 in the second quarter of 2021. The most recent amount from the first quarter of 2022 has total income at \$470,859,901.

Figure 5: Gross Business Income of Recyclable Material Merchant Wholesalers in Washington state, 2018-2022



Source: Department of Revenue<sup>9</sup>

## Company Income

Below is a table of the top 10 companies by reported income in Washington state within Recyclable Material Merchant Wholesalers. Seattle Iron & Metals Corporation located in Seattle has annual income of \$35 million. Schnitzer Steel Industries is headquartered in Portland, Oregon, but has its largest Washington location by reported income in Tacoma. Other locations in Washington include Arlington, Lynwood, Woodinville, Pasco, Tumwater, and Vancouver. Their annual income is around \$28 million, followed by Simon Metals at \$19 million, also located in Tacoma.

*Table 5: Top 10 Companies by Reported Income in the Recyclable Material Merchant Wholesalers (NAICS 423930) industry, Washington state*

Company Name	Reported Income	Location	Employment
Seattle Iron & Metals Corp	\$34,946,116	Seattle	125
Schnitzer Steel Industries, Inc.	\$28,035,391	Tacoma	117
Simon Metals, LLC	\$19,380,043	Tacoma	70
Buffalo Industries LLC	\$10,859,054	Kent	27
General Metals of Tacoma, Inc.	\$9,000,000	Tacoma	110
American Recycling Corp	\$7,205,498	Spokane	25
Pacific Coast Shredding LLC	\$7,096,025	Vancouver	242
Spokane Recycling Products, LLC	\$6,712,744	Spokane	20
Ecolights Northwest, LLC	\$5,482,364	Seattle	26
Global Fiberglass Solutions of Texas, LLC	\$4,993,662	Bothell	30

Source: Dun & Bradstreet<sup>10</sup>

*Dun & Bradstreet is a business directory source used in this report for identifying recycling companies. Dun & Bradstreet data owns the Mergent Intellect directory of business information, which is collected on a rolling basis through questionnaires and surveys. This data source is utilized to display the companies involved in recycling, but the reported income is an estimation gathered from surveys and collection bias. A more accurate representation of income is organized by region using data from the Department of Revenue in the Revenue by Region section.*

## Revenue by region

The Gross Business Income Data on Waste Management taxpayers and Recyclable Material Merchant Wholesale taxpayers is organized by workforce development area. A map of the Workforce Development<sup>11</sup> areas and a list of which counties are in each region is in Appendix B of this report.

Within 2021, the in-state average total GBI of the Recyclable Material Merchant Industry (NAICS 423930) was 9,137,344. This is a sizeable increase of GBI, as it is 1.7 times greater than the previous year's average total GBI. The 2019 and 2020 average GBI totals were 5,050,114 and 5,386,065, respectively. Seattle-King has the highest count of taxpayers at 44, greatest total GBI of \$362,308,205, and highest average per taxpayer at \$8,234,277. Pierce county followed with 23 taxpayers and a total GBI of \$104,976,783, followed by the Pacific-Mountain region with 13 taxpayers collecting \$88,249,101 in total GBI. From 2019 to 2021, several workforce development areas in Washington had sizeable increases in Total GBI. Pacific-Mountain experienced a large increase in total GBI of 190% from two years prior, with Olympic and North-Central following at 96% and 87%, respectively. Pierce County is the only county that experienced a decline in GBI from the two years by 4%. These values are calculated by taking the difference between 2021 and 2019 total GBI values and dividing by the 2019 total GBI.

*Figure 6: Recyclable Material Merchant Wholesaler (NAICS 423930) Taxpayer Count and Average GBI per Taxpayer (2021) by Workforce Development Area [Patterned areas represent higher average GBI per taxpayer]*

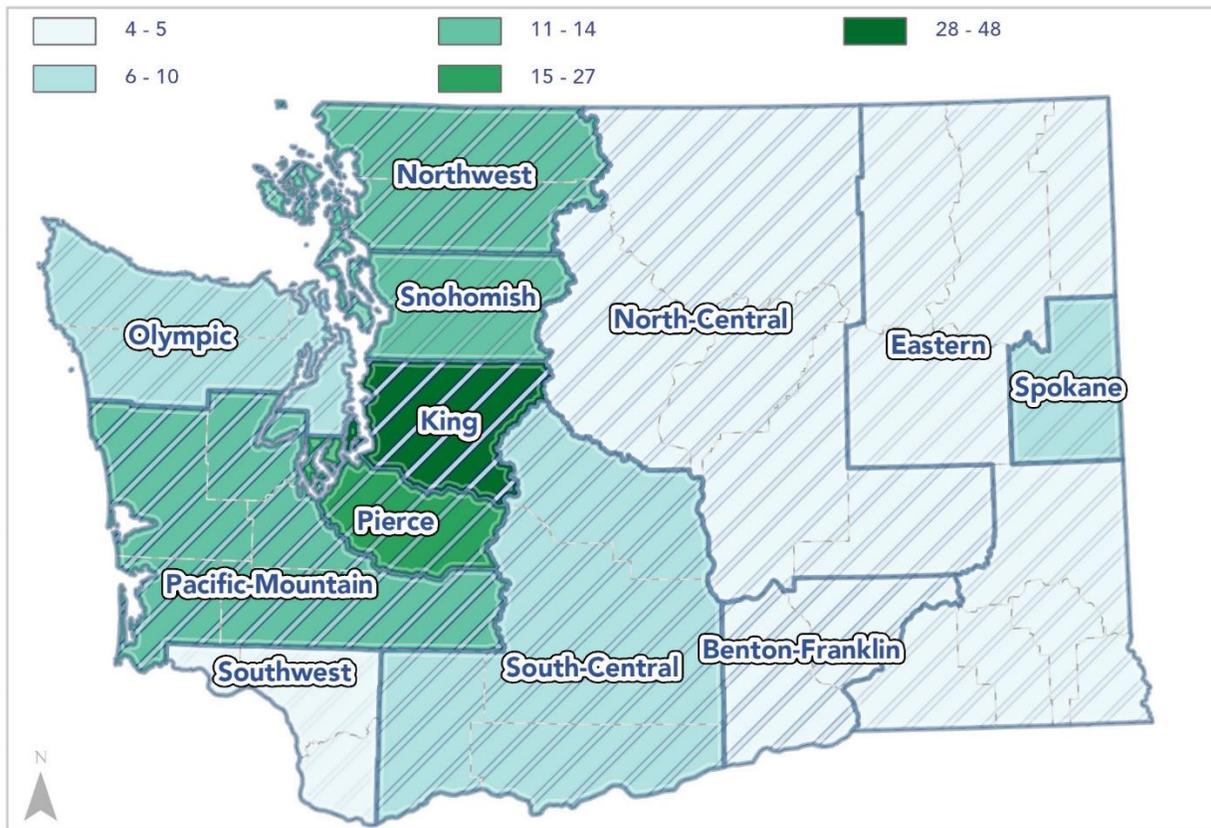
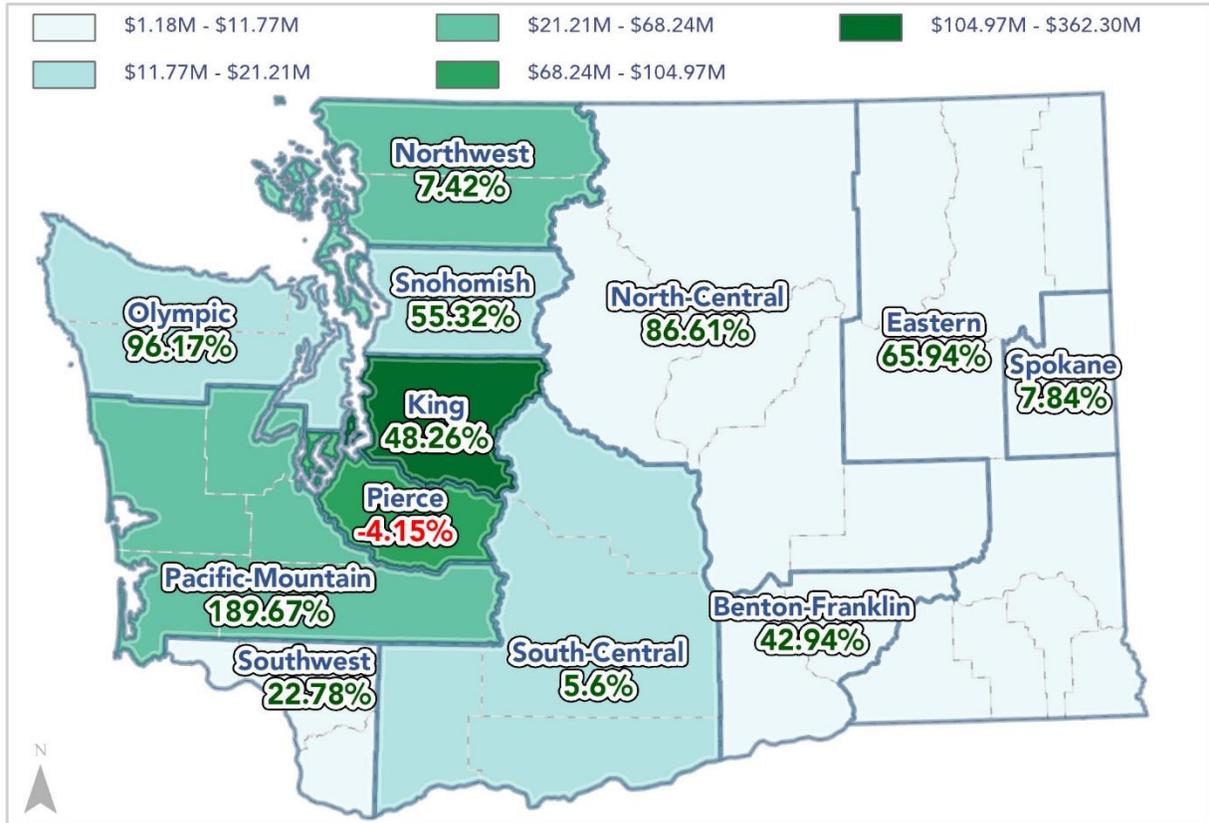


Figure 7: Recyclable Material Merchant Wholesaler (NAICS:423930) Gross Business Income (2021) by Workforce Development Area [Percentages represent change in GBI between 2019 and 2021]



Below is a table displaying Washington state Department of Revenue’s regional gross business income within the Recyclable Material Merchant Wholesale industry. GBI from 2019 to 2021 collected by the Department of Revenue organized by the 12 workforce development regions.

*Table 7: Gross Business Income Recyclable Material Merchant Industry, Washington state WFDR, 2019-2021*

Workforce Development Area	2019	2020	2021
Benton Franklin	\$6,149,172	\$5,256,379	\$8,789,499
Eastern	\$2,760,102	\$2,876,638	\$4,580,199
King	\$244,366,740	\$222,239,502	\$362,308,205
North-Central	\$6,308,341	\$5,643,261	\$11,772,010
Northwest	\$39,474,350	\$37,447,741	\$42,404,575
Olympic	\$7,124,985	\$8,395,103	\$13,977,307
Pacific Mountain	\$23,560,640	\$29,055,775	\$68,249,101
Pierce	\$109,518,055	\$81,180,842	\$104,976,783
South Central	\$20,086,406	\$17,728,340	\$21,210,453
Snohomish	\$13,046,706	\$16,857,338	\$20,263,971
Southwest	\$962,724	\$525,742	\$1,181,987
Spokane	\$7,527,235	\$5,327,505	\$8,117,738
Out of state	\$524,087,260	\$563,887,847	\$949,478,139
<b>Total (in state)</b>	<b>\$480,885,456</b>	<b>\$432,534,166</b>	<b>\$667,831,828</b>
<b>Total</b>	<b>\$1,004,972,716</b>	<b>\$996,422,013</b>	<b>\$1,617,309,967</b>

Source: Department of Revenue<sup>9</sup>

## Survey Directory

CEBR developed and conducted two surveys using Qualtrics, which were sent to manufacturers, processors, and collectors of recycled materials within Washington state, using contacts provided by the Department of Ecology. Responses were intended to identify capacities, needs, gaps, barriers, supply chains, and opportunities for use of recyclable materials within Washington state. Questions were developed by CEBR staff based on Department of Ecology needs. Results utilized within this document only. This baseline survey report can serve as a reference point for future progress, and to help identify existing and potential benefits of recycling. The “n=” number refers to the number of responses to the associated question.

Contacts provided within Appendix D

### Questions within Survey 1

The questions and number of responses from the first survey are outlined below. Development of this survey began April 18, 2022, and the survey was published on June 20, 2022. These questions focused on identifying types of recycled materials and other corresponding business information. Within Appendix C, all facilities contacted, and their business’ activity type are mapped within the six Waste Generation Regions. This survey was sent to 1153 emails provided by the Department of Ecology.

(Total Respondents: 44) (Completion Rate: 70%)

1. What is the name of your business? (n=38)
2. Where is your business located? (n=38)
3. What type of business or facility type would best describe your business? **(select all that apply)** (n=38)
  - a. Hauler (n=9)
  - b. Material Recovery Facility (n=17)
  - c. Broker (n=1)
  - d. Manufacturer (n=6)
  - e. Curbside Pickup (n=3)
  - f. Other (n=15)
  - g. My business does not process recyclables **(if selected, end of survey)** (n=9)
4. How many employees does your company have? (n=29)
5. How many full-time equivalent employees does your company have? Full-time equivalent employees are your total number of weekly scheduled employee hours divided by a 40-hour full-time workweek. (n=29)
6. What are the total annual wages paid out by your company? (n=27)
  - a. Below \$500,000 (please specify) (n=10)
  - b. \$500,000 - \$750,000 (n=4)
  - c. \$750,000 - \$1,000,000 (n=2)
  - d. \$1,000,000 - \$1,250,000 (n=0)
  - e. \$1,250,000 - \$1,500,000 (n=4)
  - f. \$1,500,000 - \$1,750,000 (n=1)
  - g. \$1,750,000 - \$2,000,000 (n=3)
  - h. More than \$2,000,000 (please specify) (n=3)
7. What types of recyclables does your business process? **(select all that apply)** (n=27)

- a. Paper (Go to Q8) (n=9)
  - b. Glass (Go to Q9) (n=5)
  - c. Plastic (Go to Q10) (n=6)
  - d. Organics (Go to Q11) (n=6)
  - e. Metals (Go to Q12) (n=12)
  - f. Textiles (Go to Q13) (n=3)
  - g. Other (Go to Q14) (n=14)
8. What type of paper recycling do you do? (n=4)
- a. Paper mill **[annual amount processed/capture-ratio/% shipped out of state]** (n=3)
  - b. Paperboard mill **[annual amount processed/capture-ratio/% shipped out of state]** (n=3)
  - c. All other converted paper product manufacturing **[annual amount processed/capture-ratio/% shipped out of state]** (n=1)
  - d. Something unlisted: **[fill in here] [annual amount processed/capture-ratio/% shipped out of state]** (n=1)
9. What type of glass recycling do you do? (n=0)
- a. Other pressed and blown glass and glassware manufacturing **[annual amount processed/capture-ratio/% shipped out of state]** (n=0)
  - b. Glass product manufacturing made of purchased glass **[annual amount processed/capture-ratio/% shipped out of state]** (n=0)
  - c. Something unlisted: **[fill in here] [annual amount processed/capture-ratio/% shipped out of state]** (n=3)
10. What type of plastic recycling do you do? (n=5)
- a. Plastic material and resin manufacturing **[annual amount processed/capture-ratio/% shipped out of state]** (n=1)
  - b. Something unlisted: **[fill in here] [annual amount processed/capture-ratio/% shipped out of state]** (n=4)
11. What type of organics does your business process? (n=4)
- a. Supermarkets and other grocery (except convenience) store **[annual amount processed/capture-ratio/% shipped out of state]** (n=0)
  - b. Solid waste collections and materials recovery facility **[annual amount processed/capture-ratio/% shipped out of state]** (n=1)
  - c. Organics, food recovery, waste diversion, composting **[annual amount processed/capture-ratio/% shipped out of state]** (n=4)
  - d. Something unlisted: **[fill in here] [annual amount processed/capture-ratio/% shipped out of state]** (n=2)
12. What type of metal recycling do you do? (n=5)
- a. Steel product manufacturing and nonferrous metal smelting **[annual amount processed/capture-ratio/% shipped out of state]** (n=2)
  - b. Iron foundries and Steel investment foundries **[annual amount processed/% shipped out of state]** (n=0)
  - c. Nonferrous and aluminum metal foundries and die-casting foundries **[annual amount processed/capture-ratio/% shipped out of state]** (n=3)

- d. Other commercial equipment merchant wholesalers [annual amount processed/capture-ratio/% shipped out of state] (n=2)
  - e. Something unlisted: [fill in here] [annual amount processed/capture-ratio/% shipped out of state] (n=4)
13. What type of textile recycling do you do? (n=2)
- a. Recyclable material merchant wholesalers [annual amount processed/capture-ratio/% shipped out of state] (n=1)
  - b. Something unlisted: [fill in here] [annual amount processed/capture-ratio/% shipped out of state] (n=1)
14. What type of other recycling do you do? (n=6)
- a. Recyclable material merchant wholesalers [annual amount processed/capture-ratio/% shipped out of state] (n=0)
  - b. Something unlisted: [fill in here] [annual amount processed/capture-ratio/% shipped out of state] (n=6)

### Questions within Survey 2

The questions and number of responses from the second survey are outlined below. Development of this survey began September 14, 2022 and was published on October 6, 2022. A second survey was created to better understand material movement throughout the state after expressing the potential issues from the first survey to the Department of Ecology project managers. CEBR paired with Impact WA to help with the distribution and targeting of relevant companies. This survey was sent to 616 emails.

(Total Respondents: 50) (Completion Rate: 36%)

1. What is the name of your business? (n=38)
2. Where is your business located? (n=30)
3. What type of business or facility type would best describe your business? **(select all that apply)** (n=32)
  - a. Hauler (n=3)
  - b. Material Recovery Facility (n=11)
  - c. Broker (n=1)
  - d. Manufacturer (n=6)
  - e. Curbside Pickup (n=5)
  - f. Other [if selected, fill in the blank] (n=18)
5. Regarding your business, what types of materials does your business process? **(select all that apply)** (n=31)
  - a. Paper (n=7)
  - b. Glass (n=4)
  - c. Plastic (n=5)
  - d. Organics (n=9)
  - e. Metals (n=7)
  - f. Textiles (n=4)
  - g. Not listed (n=10)

6. (For every box checked above (a-g), the following questions will be asked:)
  1. Where do you get your materials from?
    - a. Hauler (n=18)
      - i. **[If selected]** How much annually (in tonnage): (n=15)
    - b. Material Recovery Facility (n=12)
      - i. **[If selected]** How much annually (in tonnage): (n=3)
    - c. Broker (n=4)
      - i. **[If selected]** How much annually (in tonnage): (n=3)
    - d. Manufacturer (n=5)
      - i. **[If selected]** How much annually (in tonnage): (n=2)
    - e. Curbside Pickup (n=22)
      - i. **[If selected]** How much annually (in tonnage): (n=9)
  2. Next, where does this material go after leaving your facility? (Please answer how much annually in tonnage) (n=46)
    - a. In state [check boxes for which Washington counties] (n=35)
    - b. Out of state [check boxes for which US states] (n=9)
    - c. Out of the country [check boxes for world region and text box for listing countries] (n=2)
  3. [Optional] Anything else you would like to share about this material or your answers above? (n=4)
7. How many full-time equivalent employees do you have? (Full-time equivalent employees are your total number of weekly scheduled employee hours divided by a 40-hour full-time workweek.) (n=18)
8. In your best estimate, what are the total annual wages paid out by your company? (Wage bands) (n=18)
  - a. Below \$500,000 (please specify) (n=10)
  - b. \$500,000-\$750,000 (n=1)
  - c. \$750,000-\$1,000,000 (n=2)
  - d. \$1,000,000-\$1,250,000 (n=0)
  - e. \$1,250,000-\$1,500,000 (n=0)
  - f. \$1,500,000-\$1,750,000 (n=0)
  - g. \$1,750,000-\$2,000,000 (n=1)
  - h. More than \$2,000,000 (please specify) (n=4)

[Optional] Would you like to share anything you are doing to reduce your environmental impact or emissions? (n=7)

## Results

For the detailed report, please see separate PDF attachment.

- First Survey
  - o By facility/business type: 29% MRF, 15% Haulers, 2% Broker, 10% Manufacturer, 5% Curbside Pickup, 25% Other, and 16% did not process recyclables
  - o By material processed: 16% paper, 9% glass, 11% plastic, 11% organics, 21% metals, 7% textiles
  - o By wage band: [36% <\$500,000] [18% \$500,000 - \$750,000] [7% \$750,000 - \$1,000,000] [14% \$1,250,000 - \$1,500,000] [4% 1,500,000 - \$1,750,000] [11% \$1,750,000 - \$2,000,000] [11% >\$2,000,000]
- Second Survey
  - o By facility/business type: 25% MRF, 7% Hauler, 2% Broker 14% Manufacturer, 11% Curbside Pickup, 41% other
  - o By material processed: 14% paper, 8% glass, 12% plastic, 20% organics, 15% metals, 8% textiles, 25% not listed
  - o Most respondents report sending materials to locations within WA (78% report materials stay in state, 18% out of state, and only 4% out of country)
    - The county respondents reported sending materials to the most often was Pierce, followed by King and San Juan (even though it is not a recycling hub)
    - The majority of out of state locations reported were Oregon and Idaho
    - The only reports of materials leaving the country were to Canada and Pakistan
  - o By wage band: [10% <\$500,000] [6% \$500,000 - \$750,000] [11% \$750,000 - \$1,000,000] [6% \$1,750,000 - \$2,000,000] [22% >\$2,000,000]
  - o Wage and FTE data suggest a gap in business sizes: 56% report less than \$500,000 in yearly wages with an average of 4.7 FTE, 28% report more than \$1,750,000 in yearly wages with an average of 101 FTE, the other 16% falls in between.

## Limitations

Regarding the first survey, of the 38 who answered question 3, 9 (15%) indicated that they did not process recyclables.

Preliminary results indicate that “Capture-ratio” was a potentially confusing term and may have been clearer as “Diversion Rate.” No respondents answered questions related to where they procure their materials.

The second survey had a lower completion rate despite our best efforts to distribute and follow up with phone calls. A more targeted approach using activity types exclusive to recycling may yield better results for future surveys but would fail to capture potential gaps. Feedback collected while making follow-up phone calls with survey contacts implies that some of the data collected in our survey is data that is already reported to the state government, yet our attempts to source it were unsuccessful. Survey questions require refinement and should be easily deployable and transferable between future reports. Additional collaboration between Dept. Of Ecology and survey writers would maximize future survey success.

Additional limitations within this survey include the defining factors of “recycling” are not identical across the industry. Certain industries that specialize in a material not recyclable may have a byproduct used in the recycling industry. This was discovered within the results of our survey as some construction and concrete facilities that took the survey but did not disclose their business as a “recycler,” even if

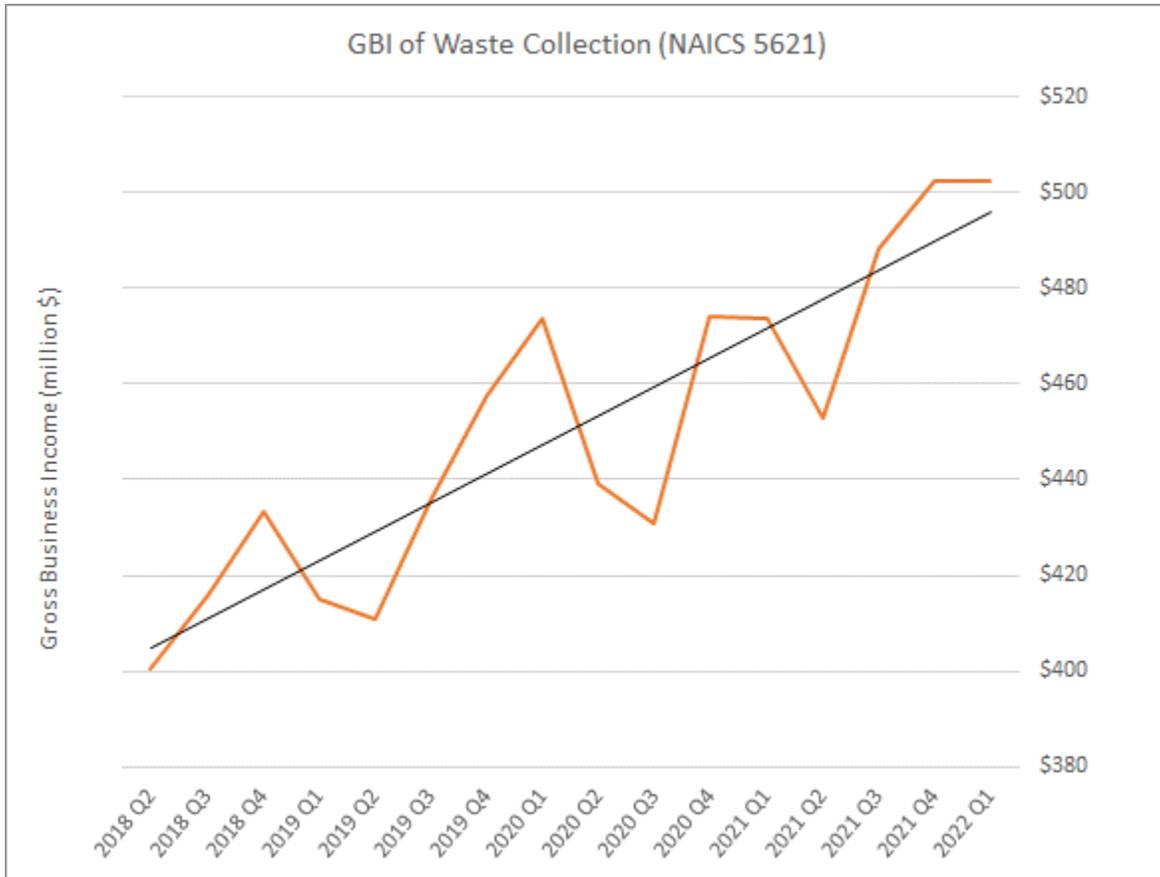
their byproducts are carried throughout the recycling industry. This was apparent in both surveys' results and is due to classifications defined by WA solid waste handling standards (Chapter 173-350 WAC).

## Conclusion

- Survey results are inconclusive in terms of detailed movement of materials and estimates of total quantities, but are useful in terms of generalized movement
  - o In many cases, responses with detailed quantities come from only one source, making it impossible to average
  - o Reported amounts only account for a small number of businesses based on the NAICS codes
  - o Businesses did report the type of facility they receive materials from, as well as where they send them to within the second survey, which begins to build the data needed for establishing a material chain
- Most respondents who reported materials they process stay within Washington stay in Washington, top counties being Pierce and King County
- Most respondents reporting that they send materials out of state indicate they end up in Idaho or Oregon
- One respondent reported sending materials to Pakistan
- A next step recommended from this survey includes further investigation into top businesses within associated NAICS codes to ascertain estimates of material quantities through surveys or direct interviews

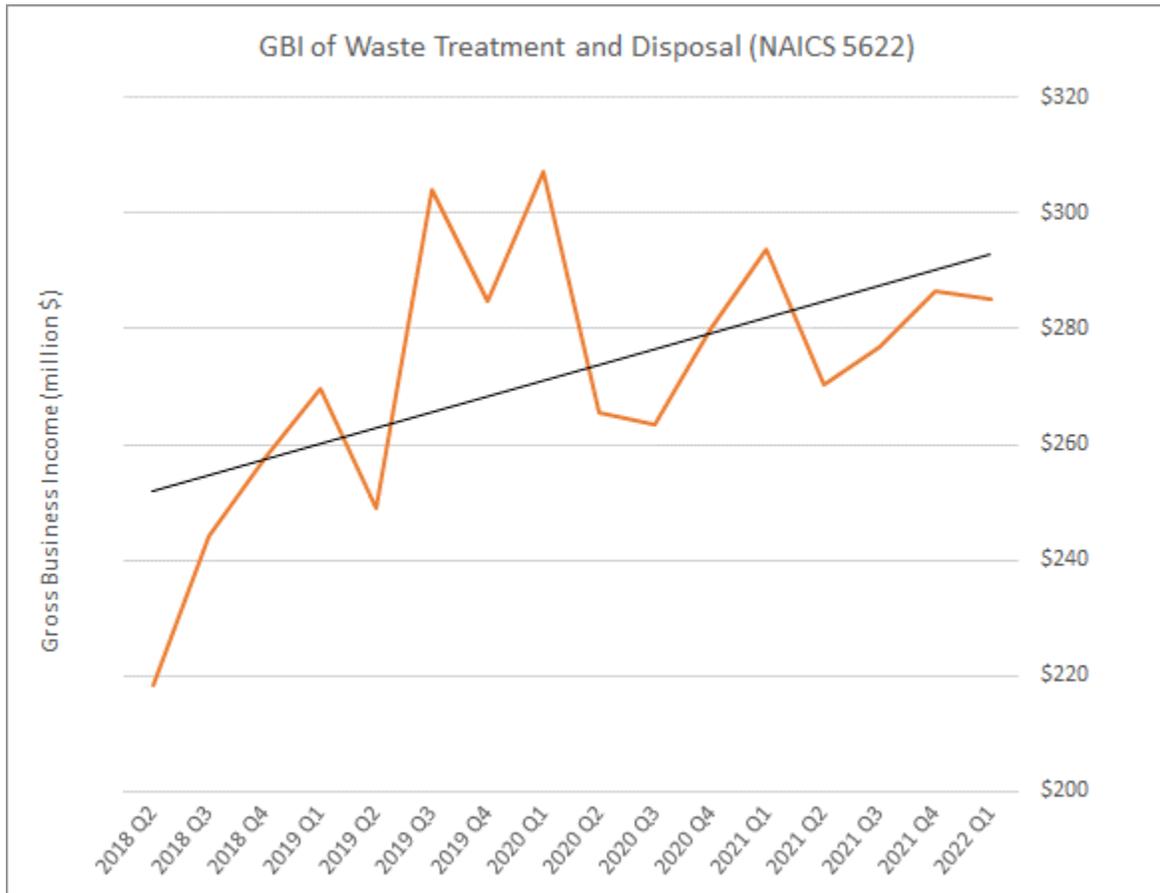
## Appendix A

Figure 8: Gross Business Income of Waste Collection in Washington state, 2018-2022



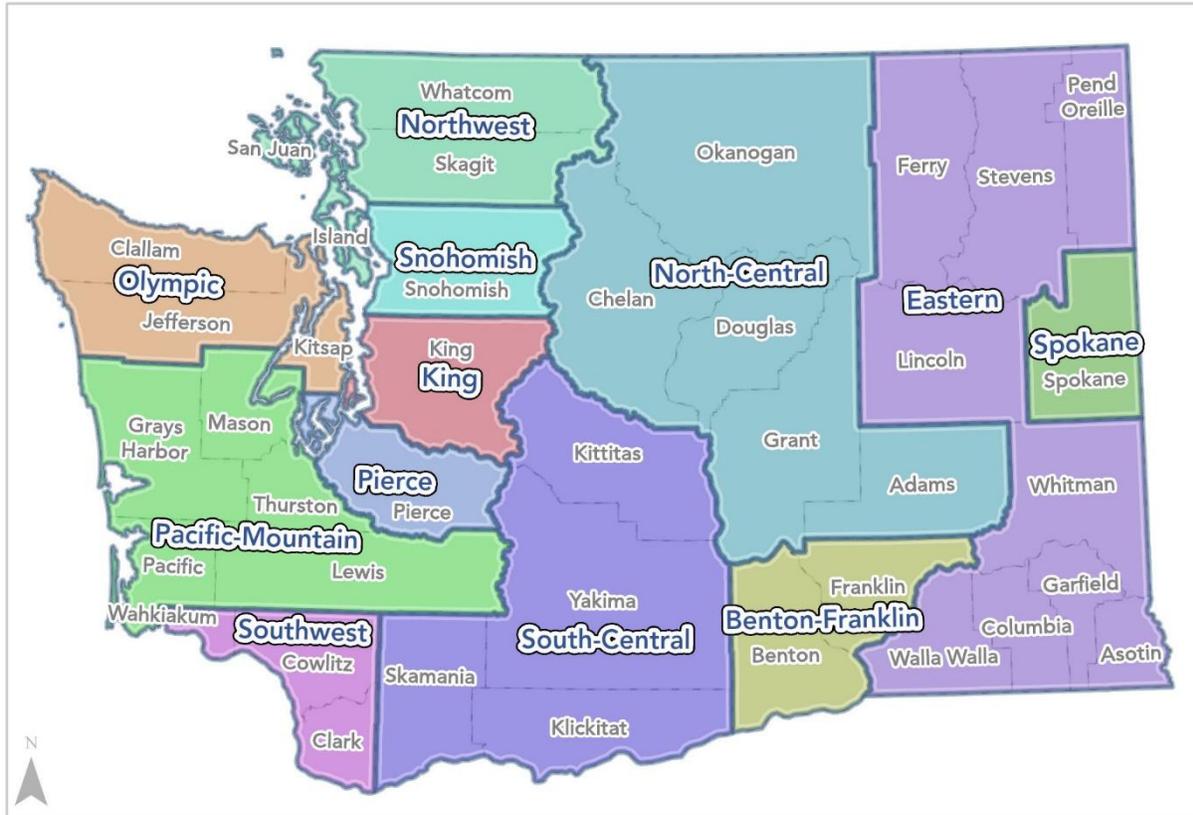
Source: Department of Revenue<sup>9</sup>

Figure 9: Gross Business Income of Waste Treatment and Disposal in Washington state, 2018-2022



Source: Department of Revenue<sup>9</sup>

## Appendix B



Source: Workforce Development Council<sup>11</sup>

Above is a map of Washington's workforce development areas from the Regional Workforce Plan website. Each workforce area is overseen by the Workforce Development Councils and creates a four-year workforce plan that offers a vision for their local workforce development system<sup>11</sup>. The Northwest region includes Island, San Juan, Skagit, and Whatcom counties. Olympic region includes Clallam, Jefferson, and Kitsap counties. The Pacific Mountain region includes Grays Harbor, Mason, Thurston, Lewis, and Pacific counties. The Southwest region includes Wahkiakum, Cowlitz, and Clark counties. The North Central region includes Adams, Chelan, Douglas, Grant, and Okanogan counties. The South-Central region includes Kittitas, Klickitat, Skamania, and Yakima counties. The Benton-Franklin region includes Benton and Franklin counties. The Snohomish, Seattle-King, Tacoma-Pierce, and Spokane counties all have their own region. The Eastern region encompasses all other counties such as Asotin, Columbia, Ferry, Garfield, Lincoln, Pend Oreille, Stevens, Walla Walla, and Whitman counties.

## Appendix C

Below are seven maps displaying WA state and six Waste Generation Regions provided by the Department of Ecology's Waste Characterization Study: Central, East, Northwest, Puget Sound, Southwest, and West. These maps are symbolized based on "Activity Type" and represent the businesses that CEBR attempted to contact as part of the survey process. Non-operational businesses were excluded.

Figure 10: Activity Type of Facilities Involved in Recycling – Washington state Overview

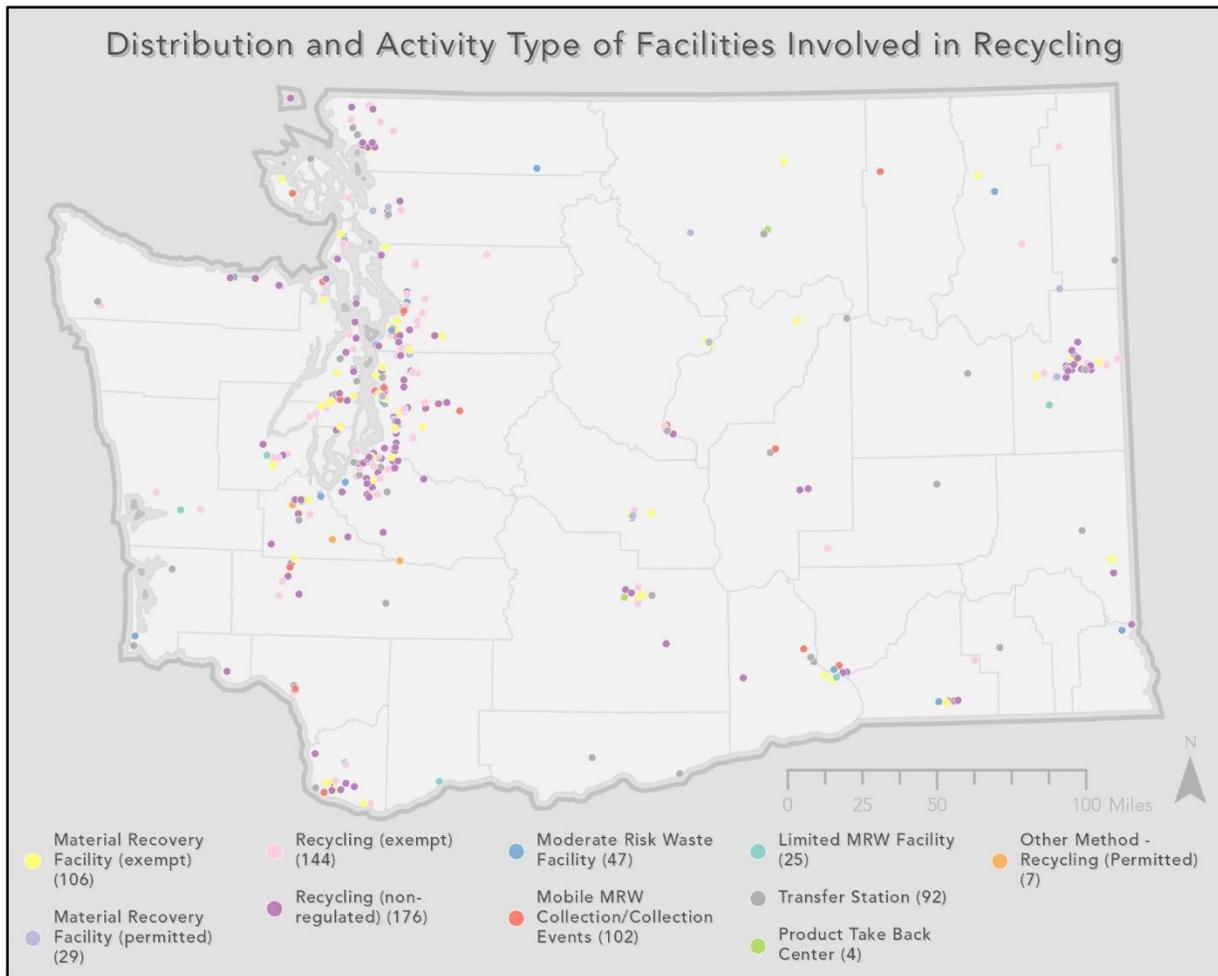


Figure 11: Activity Type of Facilities Involved in Recycling – Central Waste Generation Region

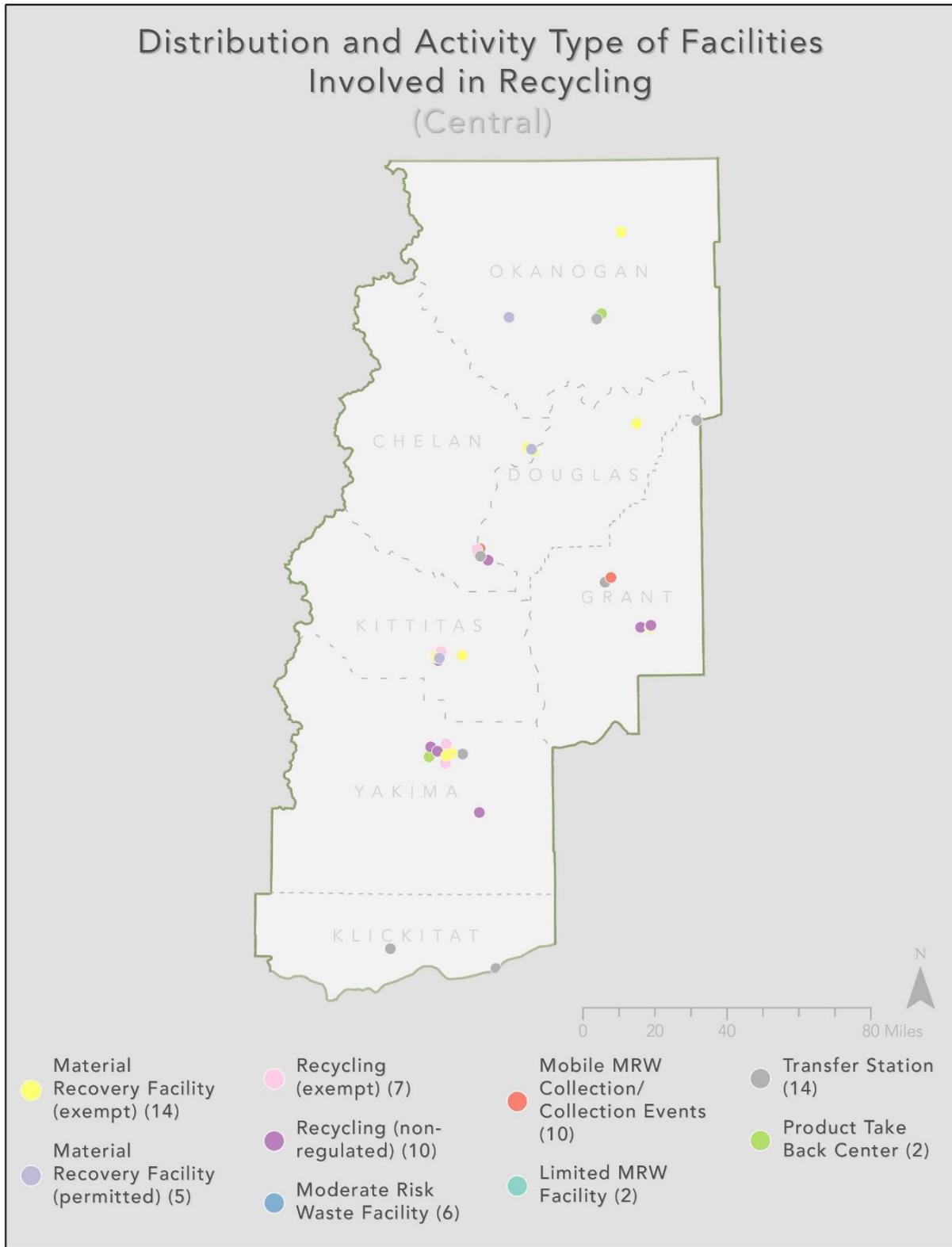


Figure 12: Activity Type of Facilities Involved in Recycling – West Waste Generation Region

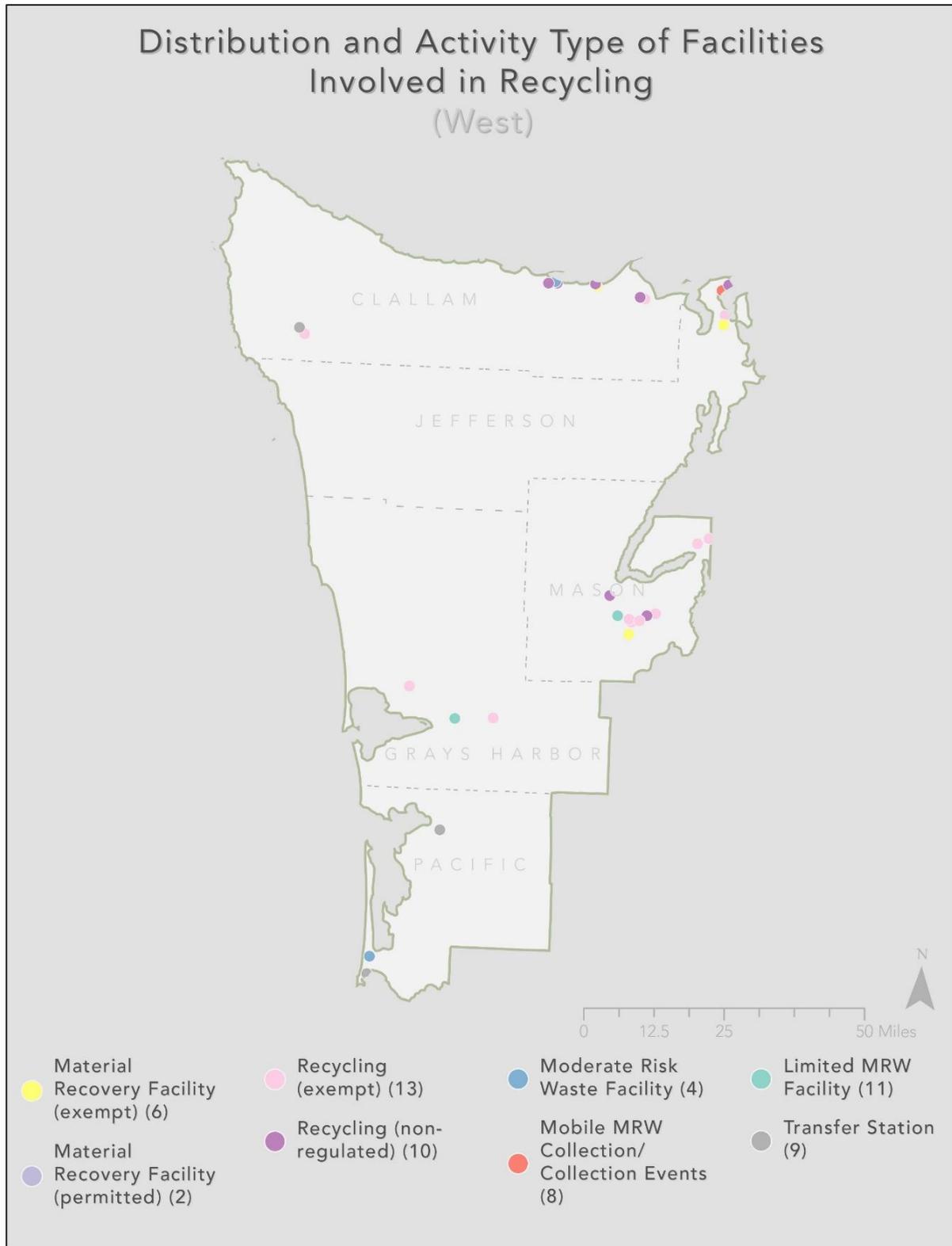


Figure 13: Activity Type of Facilities Involved in Recycling – Southwest Waste Generation Region

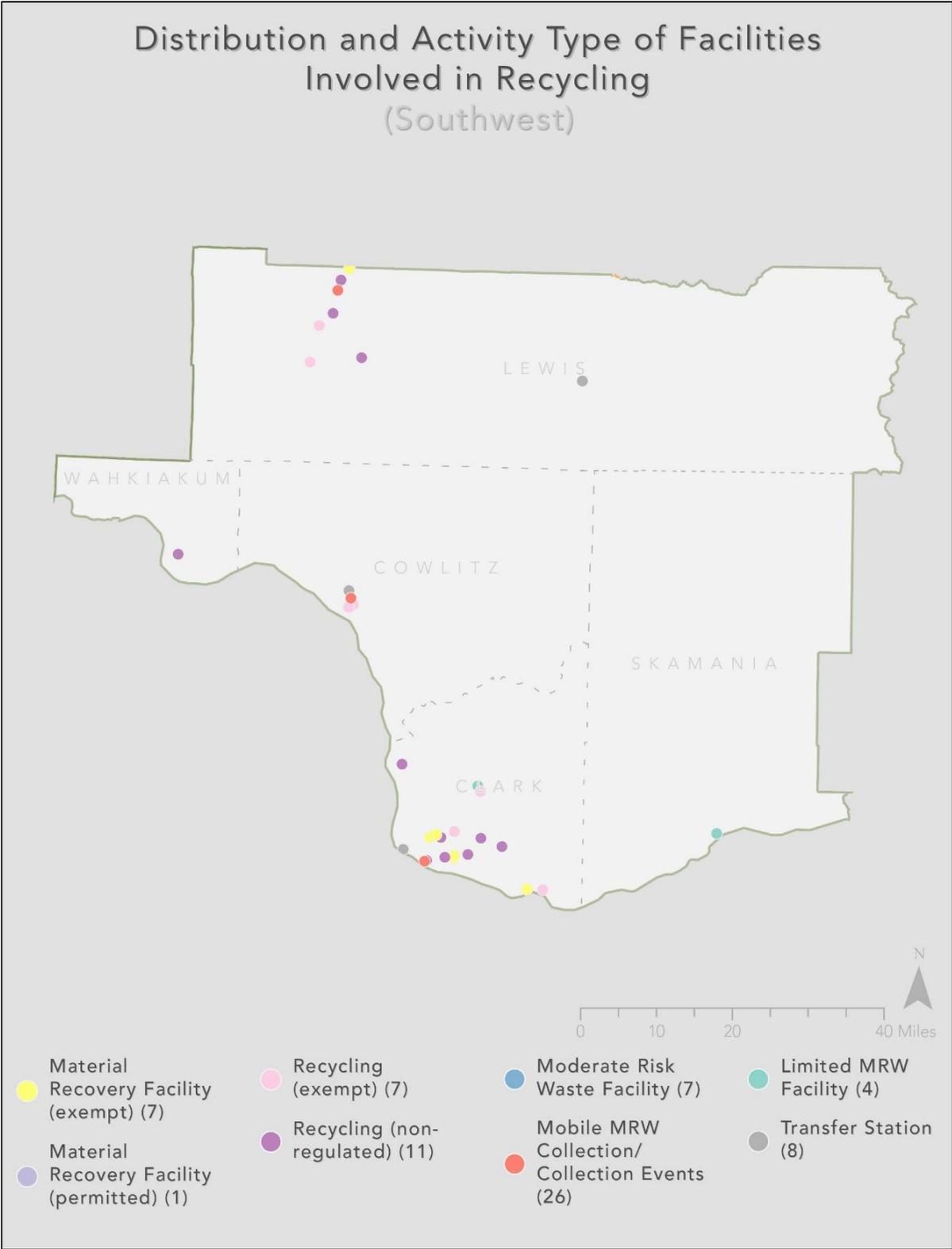


Figure 14: Activity Type of Facilities Involved in Recycling – Puget Sound Waste Generation Region

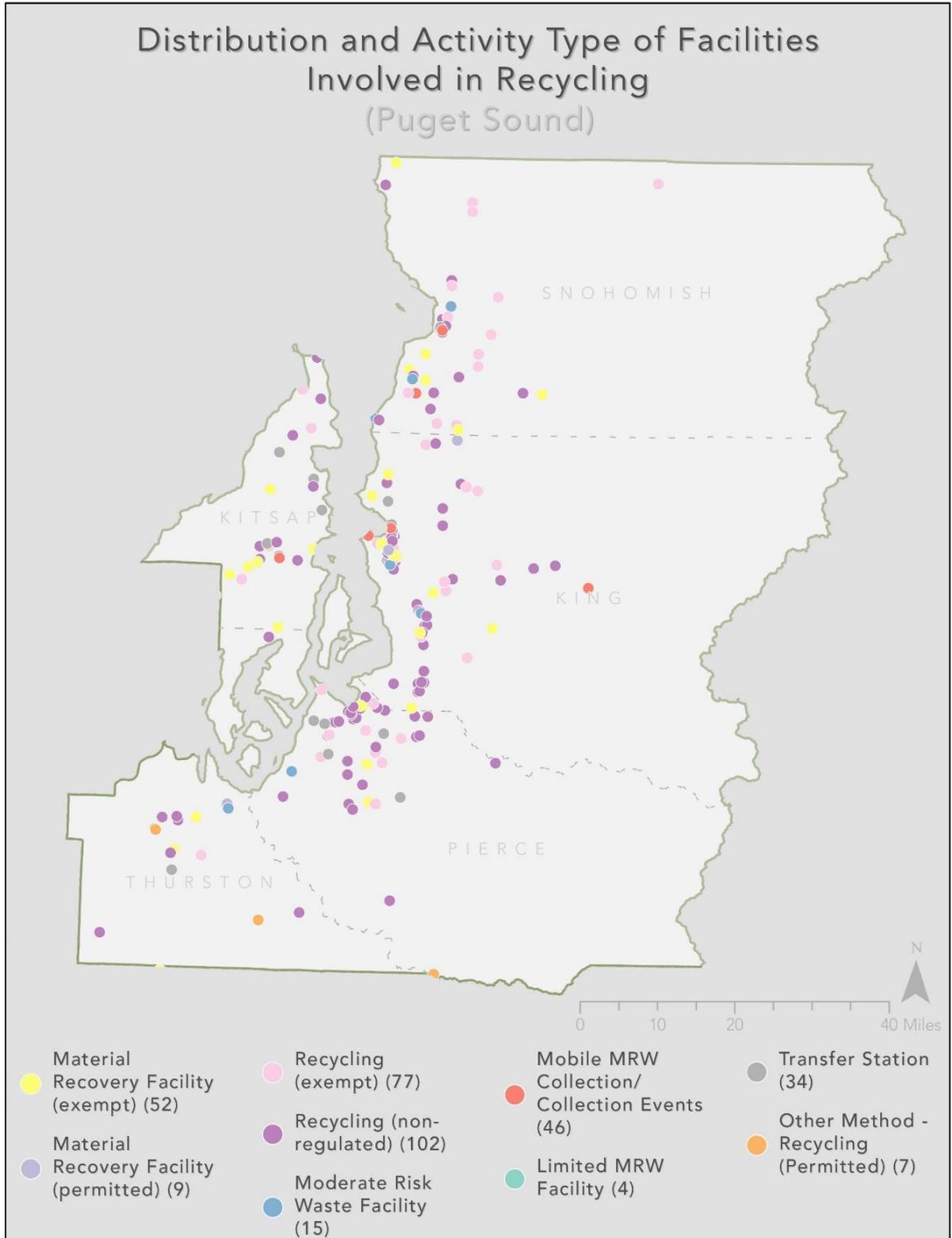


Figure 15: Activity Type of Facilities Involved in Recycling – Northwest Waste Generation Region

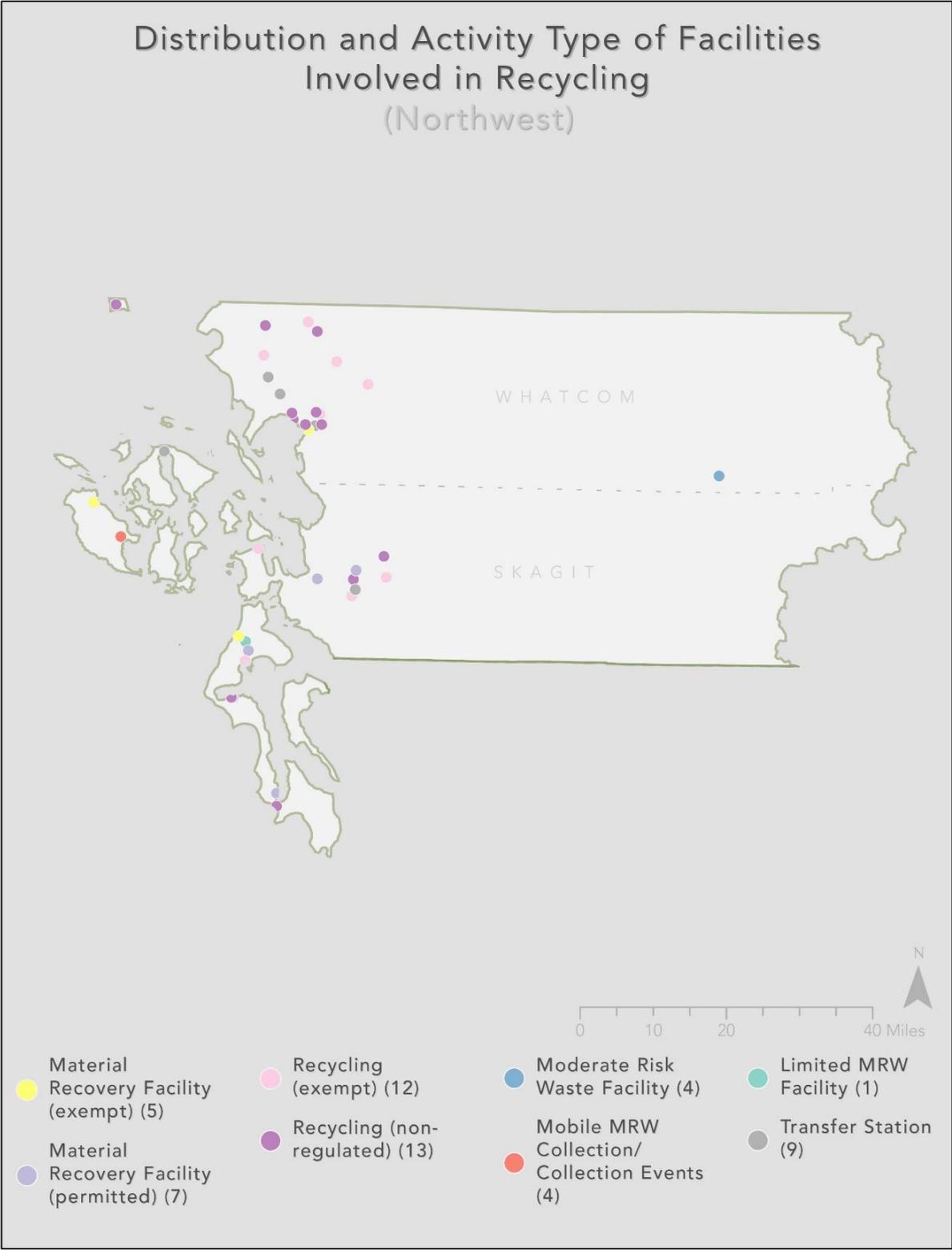
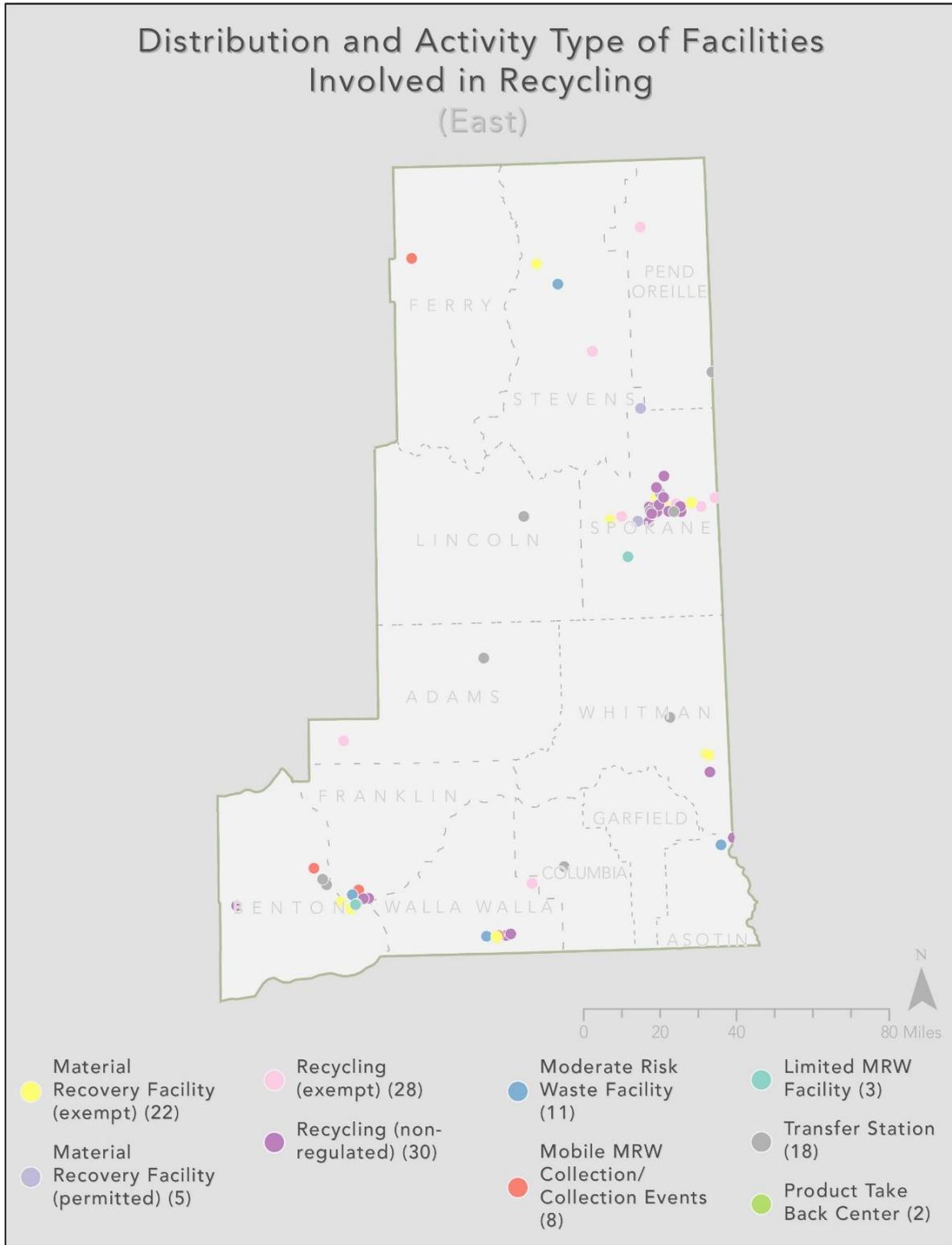


Figure 16: Activity Type of Facilities Involved in Recycling – East Waste Generation Region



## Appendix D

### Survey 1 Contacts – First Email Push (06-21-22)

Last Name	First Name	Email Address	Status
Dailey	Anthony	anthonyd@co.adams.wa.us	Survey Started
Fuller	Barbara	barbara.fuller@genzyme.com	Survey Started
VANBUSKIRK	BILL	billv@yelmwa.gov	Survey Started
Wall	Diana	blacklakelandscapesupplies@gmail.com	Survey Started
Pepper	Robert	bobp@udsx.info	Survey Started
Blanchfield	Brenda	brenda.blanchfield@co.chelan.wa.us	Survey Started
FUNK	BRIAN	brian.funk@ci.sultan.wa.us	Survey Started
Sukolsky	Brad	bsukolsky@specfit.com	Survey Started
Cox	Dan	dan.cox@miles.rocks	Survey Started
Kerber	Dennis	dennis@schuyllerrubber.com	Survey Started
EARNHEART	HEATHER	heathere@awwd.com	Survey Started
Jongsma	Allen	info@agriplasinc.com	Survey Started
Okanogan	Green	info@greenokanogan.org	Survey Started
Bajsarowicz	Janusz	januszb@pacifictopsoils.com	Survey Started
Girod	Josh	josh@ehrecycling.com	Survey Started
Suchan	Karma	karma.suchan@co.yakima.wa.us	Survey Started
Bartee	Mark	mbartee@schn.com	Survey Started
Bennink	David	re-use@comcast.net	Survey Started
Greitzer	Ron	ron@lafiber.com	Survey Started
Lautenbach	Troy	troy@lautenbachrecycling.com	Survey Started
Griesemer	Amanda	agriesemer@pendoreille.org	Survey Finished
L	Lester	allbest4u2@comcast.net	Survey Finished
Campbell	Brian	brian@naturalselectionfarms.com	Survey Finished
GOWAN	CATHERINE	cgowan@kingcounty.gov	Survey Finished
CORRELL	TERESA	clerk.washtucna@gmail.com	Survey Finished
Pillers	Annie	garfield-town@completebbs.com	Survey Finished
Long	Jeff	jeff@colville.wa.us	Survey Finished
Bellow	John	johngbellow@gmail.com	Survey Finished
Forsee	Lance	LanceF1@coloniallawn.com	Survey Finished
Nelson	Martin	martin.nelson@ci.kennewick.wa.us	Survey Finished
Thompson	Steve	publicworks@nvinet.com	Survey Finished
CLARK	SARAH	sarahc@townofcathlamet.com	Survey Finished
Cooper	John	scooper@medical-lake.org	Survey Finished
Sheeley	April	sheeleyapril@gmail.com	Survey Finished
Harvey	Stephanie	stephanieharvey@comcast.net	Survey Finished
LORD	CODY	townoffarmington.wa@gmail.com	Survey Finished
Fiorito	Zakary	zfiorito@gmail.com	Survey Finished
Vega	Aaron	aaron.vega@ikea.com	Email Soft Bounce
Rasco	Peter	admin@soundrecycling.com	Email Soft Bounce

Bynum	Randy	altopsoil@earthlink.net	Email Soft Bounce
Middleton	Amy	amiddleton@cityoftacoma.org	Email Soft Bounce
Moran	Anna	anna.moran@usw.salvationarmy.org	Email Soft Bounce
Shearer	Allen	ashearer@web-o.net	Email Soft Bounce
Garcia	Barbara	barb@mdc-tacoma.org	Email Soft Bounce
Bardwell	Brad	bardwellbh@bowater.com	Email Soft Bounce
Kale	Bart	bart.kale@nucor.com	Email Soft Bounce
Pettyjohn	Craig	bcpmcwr@aol.com	Email Soft Bounce
Myers	Jr	bernard.myers@snoco.org	Email Soft Bounce
Davis	Beth	beth.davis@us.o-i.com	Email Soft Bounce
Beyer	Charles	beyerc@wahkiakum.wa.us	Email Soft Bounce
Hoffman	Bob	bobhoffman@pacific-steel.com	Email Soft Bounce
Demaan	Brad	brad@ferndalermg.com	Email Soft Bounce
Murphy	Brent	brent@interstatebattery.biz	Email Soft Bounce
Loos	Brian	brian.loos@clark.wa.gov	Email Soft Bounce
Thompson	Brian	brian@drywallrecyclingservices.com	Email Soft Bounce
Green	Brian	briang@mayflowermetals.com	Email Soft Bounce
Balmelli	Brian	bti@hughes.net	Email Soft Bounce
Reasor	Mike	cannonhill@icehouse.net	Email Soft Bounce
Dolmseth	Daniel	cascaderecycling@yahoo.com	Email Soft Bounce
Carr	Chris	ccarr@priestriver-id.com	Email Soft Bounce
Chesson	Chris	cchesson@everettwa.gov	Email Soft Bounce
Helbacka	Chris	chelbacka@paciron.com	Email Soft Bounce
GIESTING	CHRIS	ChrisG@eswd.org	Email Soft Bounce
Gochanour	Christie	christie@rebecenvironmental.com	Email Soft Bounce
Gleason	Chuck	chuck@calbag.com	Email Soft Bounce
Jung	Clara	clara@ewastecenter.com	Email Soft Bounce
Austin	Steve	clarkstoncity@cablone.net	Email Soft Bounce
ISON	WES	clarkstonwwtp@qwestoffice.net	Email Soft Bounce
Sullivan	Sid	clerk@washtucna.com	Email Soft Bounce
Mcmullen	Chris	cmcmullen@cityofhoquiam.com	Email Soft Bounce
Conjin	Peter	conjin.scheduling@frontier.com	Email Soft Bounce
Thomas	Robb	customerservice@call2recycling.com	Email Soft Bounce
Nichols	Dan	dannichols@gcrtires.com	Email Soft Bounce
Shirey	Dave	dave.shirey@nwgypsum.com	Email Soft Bounce
Shoemaker	Dave	dave@earthtoearthllc.com	Email Soft Bounce
Handugan	Arnie	david.a.levenson@boeing.com	Email Soft Bounce
Bates	Dennis	dbates@co.jefferson.wa.us	Email Soft Bounce
Morr Jr	Dennis	dennis-morr@transalta.com	Email Soft Bounce
Harbke	Devin	Devin.Harbke@lehighhanson.com	Email Soft Bounce
Redmon	Laura	divinecorp94@yahoo.com	Email Soft Bounce
Johnson	Don	dj@gundies.com	Email Soft Bounce
Jensen	David	djensen@wallawallawa.us	Email Soft Bounce

Ross	Doug	dougr@ilwacofish.com	Email Soft Bounce
Cratsenberg	Drew	drewc@gmccinc.com	Email Soft Bounce
Smith	Richard	e.shanin@usagain.com	Email Soft Bounce
Barden	Scott	ejohns192@wm.com	Email Soft Bounce
Anderson	Elizabeth	elizabetha@sanjuanco.com	Email Soft Bounce
Rising	Susan	email@wastenot-recycle.com	Email Soft Bounce
THORNBURG	ERIK	erik@wwsvc.com	Email Soft Bounce
Schwender	Erika	eschwender@co.mason.wa.us	Email Soft Bounce
Thompson	Eric	ethompson@cadman.com	Email Soft Bounce
Bernhart	Craig	familyd@nwlink.com	Email Soft Bounce
White	Fred	fwhite@seanet.com	Email Soft Bounce
Deruyter	Dan	gdrdairy@bentonrea.com	Email Soft Bounce
Kato	Gary	gkato@cityoftacoma.org	Email Soft Bounce
Shado	Matt	gmpallet@msn.com	Email Soft Bounce
Harris	Gordon	gordon.harris@co.yakima.wa.us	Email Soft Bounce
Rae	Greg	grae@ows-inc.com	Email Soft Bounce
Gachowsky	Greg	Greg.Gachowsky@lewiscountywa.gov	Email Soft Bounce
Jacob	Greg	greg.jacob@wallawalla.edu	Email Soft Bounce
Johnston	Greg	greg@flotationservices.com	Email Soft Bounce
Salzer	Jerrold	hazwaste@techline.com	Email Soft Bounce
Hepburn	Charles	hepburn@gemsi.com	Email Soft Bounce
Freilich	Helen	hfreilic@cityofpa.us	Email Soft Bounce
Estes	Chuck	holroydcc@comcast.net	Email Soft Bounce
TUCK	HALLIE	Htuck@connellwa.org	Email Soft Bounce
Roholt	Ian	ian@orrc.biz	Email Soft Bounce
Penwell	Frank	iwp@rockisland.com	Email Soft Bounce
Collings	Jason	jcollings@grantcountywa.gov	Email Soft Bounce
COSTELLO	JAMES	jcostello@daytonwa.com	Email Soft Bounce
DeLong	John	jdelong@smurfit.com	Email Soft Bounce
Dimmick	Jeanine	jeanine@palletservices.com	Email Soft Bounce
Abba	Jeannie	jeannie-sag@comcast.net	Email Soft Bounce
Richardson	Jerri	jerri@rubatino.com	Email Soft Bounce
Twidwell	Jerry	jerrys@hctc.com	Email Soft Bounce
Goyke	John	jpgoyke@rockfordwa.com	Email Soft Bounce
Hauth	Jerry	JHauth@co.mason.wa.us	Email Soft Bounce
Hayden	Jennifer	jhayden@contactpsc.com	Email Soft Bounce
Hayes	Jerry	jhayes@standardbiodiesel.com	Email Soft Bounce
Mansfield	Jim	jim.mansfield@clark.wa.gov	Email Soft Bounce
Kantu	Jean	jkantu@nwcenter.org	Email Soft Bounce
KELLY	JAMES	jkelly@arlingtonwa.gov	Email Soft Bounce
Laird	Jim	jlaird@othellowa.gov	Email Soft Bounce
Littlejohn	Clayton	jlittlejohn@foxinternet.com	Email Soft Bounce
Sieverkropp	Joan	joanmelvin@co.grant.wa.us	Email Soft Bounce

Carpenter	John	john.carpenter@emeraldnw.com	Email Soft Bounce
Franklin	Jonathan	jonathan.franklin@ga.wa.gov	Email Soft Bounce
Golston	Josh	joshgolston@thomco.us	Email Soft Bounce
Simler	Jeremy	jsimler@springbackrecycling.org	Email Soft Bounce
YOUNG	JEFF	JYOUNG@CITYOFPA.US	Email Soft Bounce
Balogh	Kathy	kathyb@metrometalsnw.com	Email Soft Bounce
Currier	David	kawinc@qwestoffice.net	Email Soft Bounce
WYNN	KELLY	kellyw@wwsvc.com	Email Soft Bounce
Davies	Ken	kendavies@ci.puyallup.wa.us	Email Soft Bounce
Sands	Kim	kim@porttownsendbrewing.com	Email Soft Bounce
Long	Cory	kisbelle@juddblack.net	Email Soft Bounce
Van Dyk	Landon	landon@vandyk.com	Email Soft Bounce
Pederson	Laura	laura.pedersen@clark.wa.gov	Email Soft Bounce
Bradley	Larry	lbradley@chemsafeenv.com	Email Soft Bounce
Kruger	Derick	leah@buffaloexportltd.com	Email Soft Bounce
Moena	Lori	lori.moena@usw.salvationarmy.org	Email Soft Bounce
Surdyk	Leon	lsurdyk@cemexusa.com	Email Soft Bounce
Moynagh	Kelan	mail@yelmworms.com	Email Soft Bounce
Thompson	Marcia	marcia.thompson@supervalu.com	Email Soft Bounce
BARTYZEL	MAREK	MarekB@ci.puyallup.wa.us	Email Soft Bounce
Leone	Marje	marjl@re-store.org	Email Soft Bounce
Herrenkohl	Mark	markh@sanjuanco.com	Email Soft Bounce
Malsam	Mary	marymarsam40@frontier.com	Email Soft Bounce
McConnell	Chris	mcconnell@alriterecycling.com	Email Soft Bounce
Gorman	Monica	mgorman@co.thurston.wa.us	Email Soft Bounce
Lackman	Michelle	michellel@emeraldnw.com	Email Soft Bounce
Whittaker	Michelle	michellew@co.mason.wa.us	Email Soft Bounce
Beem	Mike	mikeb@pipkininc.com	Email Soft Bounce
McGarvey	Mike	mikemc@goodwillwa.org	Email Soft Bounce
Bronson	Mark	mjbronson@co.lewis.wa.us	Email Soft Bounce
Kempf	Marla	mkempf@portofedmonds.org	Email Soft Bounce
Lewis	Mark	mlewis@ci.tacoma.wa.us	Email Soft Bounce
Mcreynolds	Marc	mmcreynolds@contactpsc.com	Email Soft Bounce
Boyd	Andy	moscowrecycling@turbonet.com	Email Soft Bounce
Sadler	Mark	msadler@everettwa.gov	Email Soft Bounce
Sheldon	Michael	msheldon@drywallrecyclingservices.com	Email Soft Bounce
Tveit	Mark	mtveit@cityoftacoma.org	Email Soft Bounce
SWYERS	NATE	nate.swyers@clark.wa.gov	Email Soft Bounce
Dietrich	Darrick	office@basindisposal.com	Email Soft Bounce
Calamia	Bryan	office@ibsapplevalley.com	Email Soft Bounce
Olson	Don	olsond@co.cowlitz.wa.us	Email Soft Bounce
Liska	Pamela	pam@shamrockpaving.us	Email Soft Bounce
Clerget	Pat	patc@ci.sumner.wa.us	Email Soft Bounce

Shallow	Paul	paul.shallow@kingcounty.gov	Email Soft Bounce
Stenhouse	Paul	paul.stenhouse@recgroup.com	Email Soft Bounce
Mortensen	Paul	paul@bradytrucking.com	Email Soft Bounce
Devine	Paul	pauldevine@msn.com	Email Soft Bounce
Windust	Paul	paulw@acepaving.com	Email Soft Bounce
Wydick	Roxann	rainierranch@yahoo.com	Email Soft Bounce
Deacon	Mike	ralstob@co.thurston.wa.us	Email Soft Bounce
Rhoads	Paul	rhoadsp@pasco-wa.gov	Email Soft Bounce
Ringen	Pete	ringenp@co.wahkiakum.wa.us	Email Soft Bounce
Wallace	Rocky	rocky.wallace@cityoftoppenish.us	Email Soft Bounce
Pemble	Rodd	rodd@ssc-inc.com	Email Soft Bounce
Pierce	Rodney	rodney.pierce@hertiage-enviro.com	Email Soft Bounce
Roening	Tim	roenin@wsdot.wa.gov	Email Soft Bounce
Ogan	Ross	rogan@inland-oil.com	Email Soft Bounce
Rabner	Ron	ron@skagitselect.com	Email Soft Bounce
Rice	Ron	ronald_rice@verizon.net	Email Soft Bounce
Cook	Ron	ronc@spokanerock.com	Email Soft Bounce
Westmoreland	Ron	ronw@emeraldnw.com	Email Soft Bounce
SLADE	ROSCOE	roscoe@westrichland.org	Email Soft Bounce
SANCHEZ	RAUL	rsanchez@sunnyside-wa.gov	Email Soft Bounce
Taylor	Russ	russ_taylor@pacific-steel.com	Email Soft Bounce
Phillips	Ron	sales@emutopsoil.net	Email Soft Bounce
Vinzant	Sandra	sandy@monarchassoc.org	Email Soft Bounce
Barden	Scott	sbarden@wm.com	Email Soft Bounce
Clark	Steve	sclark9962@yahoo.com	Email Soft Bounce
COOPER	SHANE	scooper@bainbridgewa.gov	Email Soft Bounce
Ellis	Scott	sellis@dadistribution.com	Email Soft Bounce
Kochivar	Shaun	shaun.kochivar@supervalu.com	Email Soft Bounce
McKenzie	Sally	smckenzie@co.franklin.wa.us	Email Soft Bounce
Cross	Bryan	squakmountainmat@hotmail.com	Email Soft Bounce
Skinner	Steve	steve.skinner@lewiscountywa.gov	Email Soft Bounce
Johnson	Steve	steve@svinc.net	Email Soft Bounce
Corliss	Steve	stevecorliss@corlissresources.com	Email Soft Bounce
Glucoft	Steve	steveg@calbag.com	Email Soft Bounce
Windsor	Scott	swindsor@spokanecity.org	Email Soft Bounce
Boatman	Tom	TBoatman@co.jefferson.wa.us	Email Soft Bounce
Butler	Terri	tbuttler@cskauto.com	Email Soft Bounce
Jacobsen	Ted	tedjacobsen@gcrtires.com	Email Soft Bounce
Gillis	Terry	tgillis@recovery1.com	Email Soft Bounce
Davis	Tim	tim.davis@co.whitman.wa.us	Email Soft Bounce
Davison	Tim	tim@dwri.net	Email Soft Bounce
Ensey	Tim	time@sqpbiodiesel.com	Email Soft Bounce
McCabe	Tom	tmccabe@cityofpa.us	Email Soft Bounce

Olson	Trudy	tolson@ci.seatac.wa.us	Email Soft Bounce
Lewis	Tom	tom.lewis@exide.com	Email Soft Bounce
Rounds	Tony	trounds@fibres.net	Email Soft Bounce
SAXBERG	TODD	trsaxberg@snoqualmiewa.gov	Email Soft Bounce
Simmons	Bettie	twocarhaulers@netzero.com	Email Soft Bounce
Kondratyuk	Vladimir	vladimir.v.kondratyuk@supervalu.com	Email Soft Bounce
Noonan	Will	will.noonan@cityofwashougal.us	Email Soft Bounce
Gagnon	Brent	www@olypen.com	Email Soft Bounce
Tvrdy	Mike	914@tdstires.com	Email Sent
Crabtree	Brandon	a.b.rockinc@gmail.com	Email Sent
Blum	Aaron	ablum@electronicrecyclers.com	Email Sent
Robertson	Wayne	accounting@compostproducts.com	Email Sent
Welch	Janel	accountingcbr@compostproducts.com	Email Sent
Corfman	Amber	acor461@ecy.wa.gov	Email Sent
King	Mike	actionsmallappl@aol.com	Email Sent
Brizendine	Adam	adamb@sellandconstruction.com	Email Sent
LYNCH	JAMES	administrator@cityofwaitsburg.com	Email Sent
Gallardo	Angela	agallard@co.kitsap.wa.us	Email Sent
Gallagher	Aislin	aislin.s.gallagher.ctr@mail.mil	Email Sent
Kelly	Aaron	akelly1@wm.com	Email Sent
SMITH	KENNETH	albionks@gmail.com	Email Sent
SMITH	KENNETH	albionpublicwks@palouse.com	Email Sent
Cords	Alice	alice.cords@pscnow.com	Email Sent
Bacon	Alisa	alisa@tiredisposal-recycling.com	Email Sent
Robertson	Brent	almirasuperintendent@hotmail.com	Email Sent
Mains	Arthur	amains@republicservices.com	Email Sent
Phinney	Amber	amber_phinney@co.columbia.wa.us	Email Sent
Amburgey	Derrek	amburgeyd@ci.woodland.wa.us	Email Sent
ALTHAUSER	ANDREW	andrew.althausen@parks.wa.gov	Email Sent
Erickson	Andrew	andrew.erickson@simplot.com	Email Sent
Ryssel	Andy	andy@riversidesandgravel.com	Email Sent
Lee	Angela	angie@rustyrackguys.com	Email Sent
Schmale	Annette	annette.schmale@walmart.com	Email Sent
MURO	ANTONIO	antoniom@cityofleavenworth.com	Email Sent
Acheson	Steve	applianceclinic@comcast.net	Email Sent
Rebmann	Aaron	arebmann@wm.com	Email Sent
Robinson	Anitra	arobinson@metrometalswa.com	Email Sent
Eichhorn	Robert	aschaibl@wm.com	Email Sent
Sidell	Alan	asidell@seairon.com	Email Sent
Morgan	Averie	averiem@klickitatcounty.org	Email Sent
Bailey	Don	baileycompost@gmail.com	Email Sent
Barlow	Brian	barlowauto@hotmail.com	Email Sent
Armstrong	Brent	barmstrong@ci.shelton.wa.us	Email Sent

BATEMAN	HEATH	batemanh@pasco-wa.gov	Email Sent
BRATTEBO	BEN	bbrattebo@spokanecounty.org	Email Sent
FRIES	BLAINE	bbseptic@hotmail.com	Email Sent
BUSCH	ROBERT	bbusch@cityofcamas.us	Email Sent
CONNOLLY	ROBERT	bconnolly@shelterbay.net	Email Sent
FOX	REBECCA	beckyf@cityofanacortes.org	Email Sent
Holscher	Ben	benh@hhwoodrecyclers.com	Email Sent
BERG	NICHOLAS	berg9322@gmail.com	Email Sent
Berkson	Tony	berkson.tony@nisqually-nsn.gov	Email Sent
Cushman	Betsy	betsy@methowrecycles.org	Email Sent
FORVOUR	BARRY	BFORVOUR@OSGOV.COM	Email Sent
Frye	Bill	bfrye@cityofasotin.org	Email Sent
Mcturnal	Bill	billmcturnal@hotmail.com	Email Sent
Oakes	William	BillO@co.island.wa.us	Email Sent
Stansberry	Bill	billst@wasteconnections.com	Email Sent
Herriman	Belinda	bjoy@communitynet.org	Email Sent
Blegen	Robert	blegenr@wsdot.wa.gov	Email Sent
Leno	Brandon	bleno@wallawallawa.gov	Email Sent
Richards	Joel	blochsteel@aol.com	Email Sent
McAlexander	William	bmcalexander@batterysystems.net	Email Sent
MORRIS	BLISS	bmorris@cityofpt.us	Email Sent
THURSTON	BOB	bobt@wwmsllc.com	Email Sent
Owen	Butch	bowen@cityofkalama.com	Email Sent
Steffens	Mike	bpmaint@couleedam.org	Email Sent
PLIMPTON	BRUCE	bptsewer@nwi.net	Email Sent
WAKE	BRAD	BRADWAKE@AOL.COM	Email Sent
Dhoore	Brent	brent.dhoore@kingcounty.gov	Email Sent
Owen	Brett	brett.owen@shawinc.com	Email Sent
EVANS	LANCE	brewsterwwtp@brewsterwa.us	Email Sent
Arnold	Brian	brian.arnold@bp.com	Email Sent
Hickey	Brian	brian@biorecycle.com	Email Sent
Moody	Brian	brian@unitedrecyclingco.com	Email Sent
Joyce	Brian	brianj@gmccinc.com	Email Sent
Henrichsen	Bryan	bryanh@northbonneville.net	Email Sent
Thornberry	Brian	bthornberry@batterysystems.net	Email Sent
Burden	Keith	burden4@msn.com	Email Sent
TJOELKER	SHANNON	burkrd6@hotmail.com	Email Sent
MAHER	TOM	Business.Mgr@stevenspasssd.org	Email Sent
Beeler	Larry	busybeeranch@yahoo.com	Email Sent
Currier	Chris	c.currier@co.island.wa.us	Email Sent
White	Caleb	caleb@spshabitat.org	Email Sent
WAGNER	CALEB	caleb_wagner@nps.gov	Email Sent
Denhartog	Calvin	calvin_nvd@msn.com	Email Sent

Franssen	Carl	carl@jetcityequipment.com	Email Sent
Bennington	Carmen	carmene@wcnx.org	Email Sent
Haberman	Marty	cascadepallet@gmail.com	Email Sent
MONGE	CASIE	casieblake@msn.com	Email Sent
Averyt	Chris	caveryt@spokanecity.org	Email Sent
Bailey	Corey	cbailey9@wm.com	Email Sent
MALAKOFF	KIM	cbcqpotw@olympen.com	Email Sent
BORRENPOHL	CRAIG	cborrenpohl@postfallsidaho.org	Email Sent
Clawson	Chuck	cclawson@cawh.org	Email Sent
Hernandez	Frank	centralsalvage601@hotmail.com	Email Sent
Robert	Chanda	chandar@skagitriversteel.com	Email Sent
SPEARS	CHARLES	charles-m-spears@msn.com	Email Sent
SHORT	ETHAN	cheneyseptic@gmail.com	Email Sent
Kongslie	Patrick	cherrywoodutility@yahoo.com	Email Sent
Peet	Chris	chrisp@wcnx.org	Email Sent
Christian	Michael	christianstore@hotmail.com	Email Sent
Ahn	Chul	chul@warecyclingcompany.com	Email Sent
	William Or		
Conrad	Marc	ci.admin@conradind.com	Email Sent
CONFER MORRIS	CINDI	Cindi.ConferMorris@parks.wa.gov	Email Sent
Johnson	Christine	cjohnson@co.douglas.wa.us	Email Sent
HOUSE	CARRIE	clysh@bishopservices.com	Email Sent
Cupp	Cody	cody.cupp@co.kittitas.wa.us	Email Sent
COFFEY	BRAD	coffeyB@ci.ellensburg.wa.us	Email Sent
BREMER	STEVE	coltonshop@hotmail.com	Email Sent
Felsted	Devon	contact@pullmandisposal.com	Email Sent
Kuntz	Cory	corykuntz@hamptonlumber.com	Email Sent
WHITE	CHUCK	crwwtp@outlook.com	Email Sent
TROUT	CYNTHIA	cynthia.k.trout.civ@mail.mil	Email Sent
Carlstad	Don	dacarlstad@doc1.wa.gov	Email Sent
Adams	David	dadams@ultimaterb.com	Email Sent
Mcauliffe	Dan	dan@unitedrecyclingco.com	Email Sent
Thompson	Dan	dan@zrecyclers.com	Email Sent
Beddeson	Dan	danb@mpcyak.com	Email Sent
Putnam	Darlene	darlene.putnam@npiusa.com	Email Sent
BULLARD	DARYL	daryl.bullard@yakimawa.gov	Email Sent
Maas	Daryl	daryl@farmpower.com	Email Sent
Webb	Daryn	darynwebb@comcast.net	Email Sent
BREAZEALE	DAVID	dave.breazeale@ritzville-wa.us	Email Sent
Nails	David	dave.nails@co.whitman.wa.us	Email Sent
Stanley	David	dave@bainbridgedisposal.com	Email Sent
Ambur	David	dave@cwrrcycling.com	Email Sent
Claugus	Dave	daveclaugus@pioneerrs.com	Email Sent

Lewis	Dave	davel@gravelpits.com	Email Sent
Patterson	Dave	davep@wcnx.org	Email Sent
Schorno	David	daves@mountvernonwa.gov	Email Sent
HULSE	DAVID	david.hulse@alcoa.com	Email Sent
Selk	David	david.selk@zoo.org	Email Sent
Thomas	David	david.thomas@milesresources.com	Email Sent
Beschen	David	davidb@greendisk.com	Email Sent
Ross	Dave	davidross@live.com	Email Sent
Sanchez	David	davids@svdpseattle.org	Email Sent
Betz	Dallas	dbetz@reuseworks.org	Email Sent
Bill	David	dbill@rockisland.com	Email Sent
Burke	Dan	dburke@wm.com	Email Sent
CAVAZOS	DAN	dcavazos@ci.prosser.wa.us	Email Sent
Konen	David	dcochran@koncreteindustries.com	Email Sent
DEBERG	DON	ddeberg@northbendwa.gov	Email Sent
Desserault	Dean	deand@hogueranches.com	Email Sent
Peters	Deanna	deannap@rhinedemolition.com	Email Sent
Cates	Delane	delane@hotmail.com	Email Sent
Felton	Denis	denis.felton@parks.wa.gov	Email Sent
Lotts	Dennis	dennis.lotts@parks.wa.gov	Email Sent
THOMPSON	ANN	deputyclerk@palouse.com	Email Sent
Lindstrand	Devin	devin.lindstrand@parks.wa.gov	Email Sent
Kirk	Allan	dewhillhomes@hotmail.com	Email Sent
Faldborg	Debbie	dfaldbor@wm.com	Email Sent
FERGUSON	DAN	dferguson@cityofcheney.org	Email Sent
Geiger	Deb	dgeiger@SpokaneCounty.org	Email Sent
Griffin	Dwayne	dgriffin@palouse.com	Email Sent
Hall	David	dhconstruction@live.com	Email Sent
Wulf	Diane	diane.wulf@us.af.mil	Email Sent
Dickson	Craig	dicksonmetals@aol.com	Email Sent
Coit	Robert	director@thurstoncountyfoodbank.org	Email Sent
Fultz	Dixie	dixief@co.adams.wa.us	Email Sent
POFF	DIXON	dixonpoff@outlook.com	Email Sent
Mackenzie	Dan	djmackenzie@doc1.wa.gov	Email Sent
Lorenz	Dave	dlorenz@grandview.wa.us	Email Sent
OTTE	DAVE	dlws@povn.com	Email Sent
Manes	Dennis	dmanes@republicservices.com	Email Sent
Mcfarlane	Daniel	dmcfarlane@mcfarlanesbark.com	Email Sent
Mcmains	Dave	dmc mains@batterysystems.net	Email Sent
Miner	Darrin	dminer@woodfeathers.com	Email Sent
Zimmerman	Dominic	dominic_zimmerman@goodyear.com	Email Sent
ERIKSON	DON	done@burlingtonwa.gov	Email Sent
Bullard	Janet	donnybullard@yahoo.com	Email Sent

Reitan	Don	donr@fridayharbor.org	Email Sent
Taylor	Don	dont@wasteconnections.com	Email Sent
HINTON	DOUG	dosewallips@parks.wa.gov	Email Sent
POOL	DEVLAN	dpool@ci.chehalis.wa.us	Email Sent
RUNDLE	DENIS	drundle@cityoforting.org	Email Sent
Shatz	Dave	dshatz@gapac.com	Email Sent
Sheppard	Donovan	dsheppard@monroewa.gov	Email Sent
Tibbets	Don	Dtibbets@republicservices.com	Email Sent
GERLACH	DUSTIN	dustin.gerlach@ci.kennewick.wa.us	Email Sent
Vermillion	Doug	dvermill@wm.com	Email Sent
Schmitt	Andrew	DWAS2010@gmail.com	Email Sent
ZUERN	DON	dzuern@longbeachwa.gov	Email Sent
ALLENDER	ERIC	eallender@ci.enumclaw.wa.us	Email Sent
Cox	Jared	ecox6@hotmail.com	Email Sent
Reyes	Efrain	efrain.reyes@stemilt.com	Email Sent
Jarzynska	Emilia	ejarzynska@aercrecycling.com	Email Sent
Keogh	Eric	ekeogh@wm.com	Email Sent
Brown	Emmett	emmettb@wcnx.org	Email Sent
Staples	Energy	Energy@staples.com	Email Sent
Hamlin	Debra	envgen@bfrc.com	Email Sent
BURRIS	ERIC	eric.burris@ci.bremerton.wa.us	Email Sent
HEINITZ	ERIC	eric.heinitz@doc.wa.gov	Email Sent
NEUMEYER	ERIC	Eric.Neumeyer@selahwa.gov	Email Sent
Howell	Eric	eric@earthfriendlyrecycling.net	Email Sent
Thwaites	Eric	eric@tribecatransport.com	Email Sent
Steffensen	Eric	EricSteffensen@BC.com	Email Sent
Kunkel	Erin	erin.kunkel@martinmarietta.com	Email Sent
Cornwall-Brady	Evan	evan@bradytrucking.com	Email Sent
Leber	Joy	exec@swansonbark.com	Email Sent
Finch	Rick	finchr@wsu.edu	Email Sent
Fletcher	Mike	fletchl@msn.com	Email Sent
Dick	Frank	frank.dick@cityofvancouver.us	Email Sent
Bell	Fred	fredbell@centurytel.net	Email Sent
STEVENS	DAMON	freedomenvironmentalservices@gmail.com	Email Sent
Taylor-eldred	Faith	ftaylor@co.pacific.wa.us	Email Sent
Berthelson	Steve	fullcontainerrecovery@hotmail.com	Email Sent
GIBSON	BRIAN	futureclearenv@gmail.com	Email Sent
Morgan	Walter	garfeng@co.garfield.wa.us	Email Sent
Sullivan	Garrett	garrett.sullivan@na.crh.com	Email Sent
Barklind	Gary	gary.barklind@shell.com	Email Sent
MANNING	GARY	Gary_Manning0124@outlook.com	Email Sent
Hayden	Gary	garyhayden@clearwire.net	Email Sent

Bell	George	gbell@ci.walla-walla.wa.us	Email Sent
Cooper	Gary	gcooper@cityofup.com	Email Sent
Abbott	Gareth	gcwwtp@gccitywa.org	Email Sent
Duvendack	George	george.duvendack@wasteconnections.com	Email Sent
George	Gary	ggeorge@co.okanogan.wa.us	Email Sent
Gilliardi	Chad	gilliardilogging@gilliardi.com	Email Sent
Swint	Ginger	ginger.swint@snoco.org	Email Sent
Burrington	Greg	gregbu@wasteconnections.com	Email Sent
Marshall	Gregg	gregg@tacomametals.com	Email Sent
HOWLAND	GREG	gregsplumbing@nwi.net	Email Sent
Winebrenner	Curley	groco15so@aol.com	Email Sent
Lanza	Gregg	gslwildwood@comcast.net	Email Sent
CLAY	CHAD	hhsd@whidbey.net	Email Sent
Koozer	Howard	hiqent@fontier.com	Email Sent
Kindel	Steve	hkunderground05@aol.com	Email Sent
Messer	Hugh	hmesser@cityoftacoma.org	Email Sent
HENRY	MIKE	hmhenry@doc1.wa.gov	Email Sent
Carlson	Scott	hoauto@msn.com	Email Sent
Larson	Leonard	horseshoeautowrecking@yahoo.com	Email Sent
Gellatly	David	info@candorecyclinganddisposal.com	Email Sent
Widjojo	Ishadi	info@computerrecyclingservice.com	Email Sent
Meyers	Brian	info@enviroprotective.com	Email Sent
Mccabe	M	info@jimsautomotiveincwa.com	Email Sent
Stewart	Dan & Tammy	ironhorsevac@msn.com	Email Sent
Meyer	John	j.meyer@co.island.wa.us	Email Sent
Cheng	Jack	jack.cheng@safeway.com	Email Sent
Lynch	Jack	jack@rpsincgc.com	Email Sent
Koleber	Jackie	Jackie_koleber@pacific-steel.com	Email Sent
FINLINSON	JAKE	jake.finlinson@kingcounty.gov	Email Sent
Thomas	Jacob	jake.t@topsoilsw.com	Email Sent
Lee	James	james.f.lee.civ@mail.mil	Email Sent
Gustafson	Jim	james.gustafson@co.snohomish.wa.us	Email Sent
HEITZMAN	JAMES	james.heitzman@lkssd.org	Email Sent
Kirkham	James	James.Kirkham@lambweston.com	Email Sent
MANEVAL	JIM	james.maneval@doc.wa.gov	Email Sent
Schwartzberger	James	jameschwartzberger@yahoo.com	Email Sent
Mcdonald	Jana	jana.mcdonald@na.crh.com	Email Sent
Lenz	Jason	jason@lenz-enterprises.com	Email Sent
Messmer	Jason	jason@nwrock.com	Email Sent
Alexander	Jay	jay@reachone.com	Email Sent
Barton	John	jbarton@lakehaven.org	Email Sent

Bishop	James	jbishopchelan@gmail.com	Email Sent
Blais	Jimmy	jblais@gmccinc.com	Email Sent
Bounds	John	jbounds2@oreillyauto.com	Email Sent
BURBERY	JIM	jburberry@cityofchelan.us	Email Sent
Calder	Jack	jcalder@gpcoldstorage.com	Email Sent
CHANG	JASON	jchang@sedron.com	Email Sent
COBB	JEFF	jcobb@marysvillewa.gov	Email Sent
Doty	James	jdoty@cityofbuckley.com	Email Sent
West	Jeff	jeff@olympicorganics.net	Email Sent
White	Jeff	jeff@urbanaccessories.com	Email Sent
Langbraaten	Jerry	jerry.langbraaten@weyerhaeuser.com	Email Sent
KIRKHAM	JERRY	jerrykirkham@fs.fed.us	Email Sent
Friedrick	John	jfriedrick@wmmfa.net	Email Sent
Haskins	Jim	jhaskins@pyramidmaterials.com	Email Sent
SPRANCE	JILL	jill.sprance@parks.wa.gov	Email Sent
Troxell	Jim	jim.troxell@autowrecking.com	Email Sent
VUKELICH	JIM	jim.vukelich@alderbrookresort.com	Email Sent
Schrock	Jim	jim@earthworksrecycling.com	Email Sent
Burnett	Jim	jim@ironmt.net	Email Sent
Fuller	Jim	jim_fuller@nps.gov	Email Sent
Bishop	Jim	jimbish51@yahoo.com	Email Sent
Enbusk	Jim	jimenbusk@netscape.net	Email Sent
MONROE	JIM	jimm2@ptpc.com	Email Sent
Reece	Jim	jimreece@hamptonaffiliates.com	Email Sent
WRIGHT	JAMES	jimw@jawrightconst.com	Email Sent
Kennedy	Joan	jkennedy@savers.com	Email Sent
Alderman	John	JLalderman@doc1.wa.gov	Email Sent
LEDEZMA	JUAN	jledezma@cityofmattawa-wa.gov	Email Sent
Luke	Jodie	jluke.grangerpw@co.yakima.wa.us	Email Sent
Marlow	J	jmarlow@ci.richland.wa.us	Email Sent
MARRS	JEFF	jmarrs@everettwa.gov	Email Sent
McBride	Jim	jmcBride@sequimwa.gov	Email Sent
MICKLE	JERRI	Jmickle@gcpud.org	Email Sent
Milnes	Jennifer	jmilnes@2-harvest.org	Email Sent
Mingo	Jerry	jmingo@co.jefferson.wa.us	Email Sent
Mottinger	Jessy	jmottinger@cityofhoquiam.com	Email Sent
Robertson	Joanie	joanier@peninsulaservices.org	Email Sent
Guthrie	Joantha	joanthag@islandcountywa.gov	Email Sent
Tjoelker	Jodi	jodi@honcoop.com	Email Sent
Beck	Joe	joe@portlandrecycling.com	Email Sent
Larsen	Joel	joel@alstruckparts.com	Email Sent
Simmonds	Joel	joels@rhinedemolition.com	Email Sent
Lallas	John	john.lallas@mccain.com	Email Sent

Mendoza	John	John.Mendoza@dart.biz	Email Sent
Lawrence	John	john@lawrenceenterprises.com	Email Sent
PIONTKOWSKI	JOHN	john@midwaysewer.org	Email Sent
Holum	John	johngholum@hotmail.com	Email Sent
Hull	John	Johnhull@appletreresort.com	Email Sent
Watts	Johnny	johnny.watts@wwcc.edu	Email Sent
Greninger	Jon	Jon.Greninger@snoco.org	Email Sent
Howe	Jonathan	jonhowe@earthlink.net	Email Sent
SARR	JOSEPH	Joseph.Sarr@alcoa.com	Email Sent
LaPorte	Josh	josh.laporte@avistacorp.com	Email Sent
Williamson	Josh	josh.williamson@mpcyak.com	Email Sent
Metcalf	Josh	joshua.metcalf@wasteconnections.com	Email Sent
Pellecchia	Joey	jpellecc@wm.com	Email Sent
POPPE	JOHN	jpoppe@kpud.org	Email Sent
Banchero	Stephan	jsb3@cgcompost.com	Email Sent
Schumacker	Jeff	jschumacker@wapato-city.org	Email Sent
Shaw	Jessica	jshaw@wenatcheewa.gov	Email Sent
Sichmeller	Jeff	jsichmeller@republicservices.com	Email Sent
Snyder	Janis	jsnyder@northstar.com	Email Sent
Bridges	Judy	judy.m.bridges@saint-gobain.com	Email Sent
Mitchell	Julie	julie.mitchell@kingcounty.gov	Email Sent
Jorgensen	Julie	julie@kahutwasteservices.com	Email Sent
YOUNKER	JUSTIN	justin@cascadiadevelopment.com	Email Sent
MILES	JUSTIN	justinmilenelco@hotmail.com	Email Sent
Van Stone	Jim	jvanstone@bakercommodities.com	Email Sent
Wheatly	Jeff	jwheatle@wm.com	Email Sent
WITMAN	JARED	jwitman@ci.everson.wa.us	Email Sent
Youngren	Jake	JYoungren@CityofChelan.us	Email Sent
MURPHY	KALEB	kalebmurphy@carbonado.org	Email Sent
Deal	Karen	karen.deal@lakesideindustries.com	Email Sent
Higham	Kevin	kdhigham@centurytel.net	Email Sent
Dionas	Kevin	kdionas@stevenscountywa.gov	Email Sent
Kovalenko	Keith	keithk@wasteconnections.com	Email Sent
Kovalenko	Keith	keithk@wcnx.org	Email Sent
Taylor	Kelly	kelly.d.taylor@safety-kleen.com	Email Sent
Smith	Ken	ken.j.smith74.civ@mail.mil	Email Sent
Windram	Ken	ken@harsb.org	Email Sent
Carveth	Kerry	kerry.carveth@tekni-plex.com	Email Sent
Green	Kevin	kevin.green@wasteconnections.com	Email Sent
Kiernan	Kevin	kevin.kiernan@kingcounty.gov	Email Sent
Renz	Kevin	kevinr@co.skagit.wa.us	Email Sent
TREWHELLA	KEVIN	KEVINT@CITYOFMCCLEARY.COM	Email Sent
Ford	Kamen	kford17@jcp.com	Email Sent

Golemis	Kosta	kgolemis@tiredisposal-recycling.com	Email Sent
Green	Kenneth	kgreen@cityoffife.org	Email Sent
Higgins	Keri	khiggins@ci.richland.wa.us	Email Sent
Hopper	Kelly	khopper@devriesinc.com	Email Sent
KIM	MIKE	kimm@lyndenwa.org	Email Sent
ELLIOT	KIRK	kirkelliott@gmail.com	Email Sent
Kelly	Kevin	kkelly@recology.com	Email Sent
Kovalenko	Kent	kkovalenko@co.okanogan.wa.us	Email Sent
Lally	Kirk	klally@freemansd.org	Email Sent
McManus	Kevin	kmcmamus@co.grays-harbor.wa.us	Email Sent
Hedrick	Kory	kory@viidirt.com	Email Sent
Remick	Kathy	kremick@bakercommodities.com	Email Sent
BRENNER	KRIS	kris.m.brenner.civ@mail.mil	Email Sent
Weinert	Tim	kristen@whirlwindservices.com	Email Sent
SHULER	KRISTINE	kshuler@cityofwarden.org	Email Sent
SPENCER	KATHRYN	kspencer@co.clackamas.or.us	Email Sent
Treichel	Karen	KTreichel@darlingii.com	Email Sent
WYNN	KEVIN	kwynn@ci.sedro-woolley.wa.us	Email Sent
Greer	Kyle	kyle.w.greer.civ@mail.mil	Email Sent
Keeney	Don	lacrosse2@pionnet.com	Email Sent
Abelsen	Lance	lance_abelsen@nps.gov	Email Sent
PERRY	RANDI	langleyutilities@whidbey.com	Email Sent
Wilt	Larry	larry.wilt@amwater.com	Email Sent
Baker	Larry	larryw.baker@cemex.com	Email Sent
Larson	Carol	larsons@nwadv.com	Email Sent
Johnson	Laura	laura@actionmaterials.net	Email Sent
Cole	Lauren	lauren.cole@kingcounty.gov	Email Sent
PIERCE	LAURIE	laurie.pierce@piercecounywa.gov	Email Sent
Johnson	Steve	lazyjtreefarm@msn.com	Email Sent
Smith	Amie	lcwd2@lewiscounty.com	Email Sent
Boyle	Lea	lea.boyle@pse.com	Email Sent
LEACH	DUANE	LEACH@SNOHOMISHWA.GOV	Email Sent
Leaf	Duane	leaf@trrwa.org	Email Sent
Rogers	Lee	lee@woodlandindustries.net	Email Sent
Biggs	Bryan	leespallet@qwestoffice.net	Email Sent
Wolfe	Bud	lesterwolfe@hotmail.com	Email Sent
Geren	Len	lgeren@keyespackaging.com	Email Sent
GRAF	LOUIS	lgraf@spokanecounty.org	Email Sent
MELLEMA	MARK	liljohnsanitary@comcast.net	Email Sent
Davidson	Logan	Logand@corlissresources.com	Email Sent
HOOKS	LOUIE	louie.hooks@ch2m.com	Email Sent
Davis	Luann	luannd@lloydenterprisesinc.com	Email Sent
Stark	Marty	lucio_larios@yahoo.com	Email Sent

Hillon	Luis	luis.hillon@seattle.gov	Email Sent
WILBANKS	LUKE	lwilbanks@townofwilkeson.com	Email Sent
Ferguson	Lynn	lynnferg@msn.com	Email Sent
SANDERS	ELJAY	maintenance@rosaliatown.org	Email Sent
Christiansen	Marc	marc@hungrybuzzard.com	Email Sent
TAAFFE	MARGARET	margaret.a.taaffe.civ@mail.mil	Email Sent
Lauderdale	Marilyn	marilyn@styrorecycle.com	Email Sent
Wash	Mark	mark@cdsidd.com	Email Sent
Knowlton	Mark	mark@dynobattery.com	Email Sent
Schuetzle	Mark	mark@mjmgrand.net	Email Sent
BUNTICH	MARK	markb@mukilteowwd.org	Email Sent
Forcum	Mark	markforcum@msn.com	Email Sent
Ryan	Martin	martin.ryan@sonoco.com	Email Sent
Kuljis	Marty	marty@nwrecycling.com	Email Sent
Price	Marvin	marvin.price@conagrafoods.com	Email Sent
Peterson	Matt	matt@columbia-fruit.com	Email Sent
Dunyon	Mathew	matt@dtgrecycle.com	Email Sent
HAMMER	MATT	matthammer@hotmail.com	Email Sent
Capili	Maritess	mcapili@republicservices.com	Email Sent
Coppinger	Marshon	mcopping@co.kitsap.wa.us	Email Sent
COSTER	MICHAEL	mcoster@spokanecity.org	Email Sent
Davis	Marc	mdavis35@wm.com	Email Sent
Dorsey	Mark	mdorsey@cityofportorchard.us	Email Sent
Swick	Megan	megan.swick@stericycle.com	Email Sent
Hild	Rob	menzellake@hotmail.com	Email Sent
Downs	Merrilee	merrileed@giin.org	Email Sent
Kuzmer	Donna	metalsexpress@aol.com	Email Sent
KINNEY	JOHN	metfalls@potc.net	Email Sent
Eyer	Matt	meyer@marysvillewa.gov	Email Sent
MEYER	SCOTT	meyersvin@gmail.com	Email Sent
GRABIL	MARTY	mgrabill@wsud.us	Email Sent
Gresham	Maynard	mgresham@westernpolymer.com	Email Sent
Haugen	Mitch	mhaugen@tarragon.com	Email Sent
HENDERSON	MICAH	micah_henderson@nps.gov	Email Sent
BARNETT	MICHAEL	michael@docosewer.org	Email Sent
Sherson	Michele	michele@magnumlaser.com	Email Sent
Trimbur	Michelle	michellet@wcnx.org	Email Sent
MARTY	MICHAEL	mike.marty@duvallwa.gov	Email Sent
Trussell	Mike	mike.trussell@caraustar.com	Email Sent
Sheldon	Mike	mike@allwoodrecycling.com	Email Sent
Denney	Mike	mike@binfordmetals.com	Email Sent
Sheldon	Mike	mike@dtgrecycle.com	Email Sent
Franssen	Mike	mike@jetcityequipment.com	Email Sent

LANGLEY	MIKE	mike@sunlandwater.com	Email Sent
Cyphers	Michael	mikecyphers@unitedbattery.net	Email Sent
Olinger	Mike	mikeolinger@cityofferndale.org	Email Sent
Wesson	Michael	mikewe@wcnx.org	Email Sent
JENKINS	MATTHEW	mjenkins@ci.lacenter.wa.us	Email Sent
LUTTRELL	MATTHEW	MLuttrell@cityofblaine.com	Email Sent
Mccracken	Mike	mmccracken@farwestfibers.com	Email Sent
Mondoux	Rick	mondouxre@gmail.com	Email Sent
HEGEL SR.	KEVIN	montewwtp@yahoo.com	Email Sent
MORGAN	LAURIE	morgansepticsservice@hotmail.com	Email Sent
Range	Mike	mrangle@wm.com	Email Sent
Goodnight	Gary	mreiner@goodnightinc.com	Email Sent
Slack	Mike	mslack1@wm.com	Email Sent
Trueblood	Mike	mtrueblood@bbwsd.com	Email Sent
Ayub	Muhammad	muhammad.ayub.civ@mail.mil	Email Sent
Hillcar	Jack	must123321@yahoo.com	Email Sent
Norcross	Neil	neil.l.norcross@tsocorp.com	Email Sent
Criss	Nichole	Nichole.Criss@mudbay.com	Email Sent
Johnson	Nick	nick.johnson@stericycle.com	Email Sent
Saelee	Nick	nick.saelee@seattle.gov	Email Sent
TIJERINA	NIC	nict@soaplakewa.gov	Email Sent
Dressel	Bob	nmfco@olyfish.com	Email Sent
Tipton	Norm	norm.tipton@bdk.com	Email Sent
GILBERT	ANGIE	office@teepeesepctic.com	Email Sent
Olson	Lori	oktire75@communitynet.org	Email Sent
Little	Clinton	okwwtp@okanogancity.com	Email Sent
Elam	Oliver	oliver.elam@navy.mil	Email Sent
RANDOLPH	PAMELA	pamela.randolph@edmondswa.gov	Email Sent
Loften	Gary	parkoffice.lagrande@ci.tacoma.wa.us	Email Sent
Mclaughlin	Pat	pat.mclaughlin@kingcounty.gov	Email Sent
Puntney	Patrick	pat@claytonwardrecycling.com	Email Sent
WILSON	JORD	paterosparks@outlook.com	Email Sent
Larson	Patricia	patricial@lloydenterprisesinc.com	Email Sent
JOHNSON	PATTI	patti.johnson@co.kittitas.wa.us	Email Sent
Sponenburg	Paul	paul.sponenburg@westrock.com	Email Sent
STANTON	PAUL	paul.stanton@co.yakima.wa.us	Email Sent
Stoppler	Paula	paula.stoppler@ptpc.com	Email Sent
BUTKUS	PAUL	paulbutkus@packagingcorp.com	Email Sent
Dionne	Paul	pauldi@wcnx.org	Email Sent
HAMPTON	PAUL	paulh@forkswashington.org	Email Sent
Payton	Norman	paytonn@wsdot.wa.gov	Email Sent
Cross	Paul	pcross@skicrystal.com	Email Sent
Neet	Ed	penrecycling@yahoo.com	Email Sent

Edwards	Pete	pete@rdsdisposal.com	Email Sent
Thermos	Peter	peter@greensheenpaint.com	Email Sent
Pettyjohn	Hillary	pettyjohn2994@aol.com	Email Sent
Guillermety	Patrick	pguillermety@unifiedgrocers.com	Email Sent
Hartwig	Paul	phartwig@ci.college-place.wa.us	Email Sent
Chvatal	Phil	philc@batteryxchange.com	Email Sent
Sayers	Paul	pinecreeknursery1@comcast.net	Email Sent
King	Ryan	plantoperator1@cowichesewerdist.org	Email Sent
Matthews	Phil	pmatthews@oakharbor.org	Email Sent
Schroeder	Pete	pschroeder@watsonasphalt.com	Email Sent
Tjemsland	Pete	ptjem@sequimwa.gov	Email Sent
Gustafson	Greg	publicwork@cityofprosser.com	Email Sent
COGGINS	TERRY	PublicWorks@concretewa.gov	Email Sent
Thompson	David	publicworks@rockfordwa.com	Email Sent
LONG	WYATT	publicworks@rockislandwa.gov	Email Sent
CANADAY	KYLE	publicworks@sprague-wa.us	Email Sent
CANADAY	CHRIS	Publicworks@stjohncable.com	Email Sent
WINN	BOB	publicworks@townofreardan.com	Email Sent
Denham	Andrew	publicworks@townoftwisp.com	Email Sent
Sarvis	Jeffrey	publicworks@townofwinthrop.com	Email Sent
Cueva	Latisha	pugetsoundplastics@me.com	Email Sent
Compean	Bob	pumprobert@aol.com	Email Sent
Rutherford	Robin	purchasing@conceptsnet.com	Email Sent
HARWOOD	AARON	pwd@cityofgeorge.org	Email Sent
WEBSTER	ROD	pwd@odessaoffice.com	Email Sent
FAGLEY	TYLER	pwdirector@rcabletv.com	Email Sent
Wodek	Paul	pwodek@wm.com	Email Sent
Scott	Cade	pwsmesa@yahoo.com	Email Sent
Burke-Anderson	Quinn	QUINN.BURKE-ANDERSON@GAPAC.COM	Email Sent
PETERSON	PAUL	ragpicker2000@gmail.com	Email Sent
Probst	Randy	randy.probst@gcrtires.com	Email Sent
Thompson	Richard	rathompson1@doc1.wa.gov	Email Sent
SMITH	JEFF	raymondsp@cityofraymond.com	Email Sent
BRASH	RICKY	rbrash@libertysd.us	Email Sent
Lasen	John	rcpw@royalcitywa.org	Email Sent
DICKINSON	RICHARD	rdickinson@co.mason.wa.us	Email Sent
Eaton	Rick	reaton@cityofcentralia.com	Email Sent
	REBECCA		
KOWALSKI	(Becky)	rebecca.j.kowalski.civ@mail.mil	Email Sent
Stavee	Rebecca	rebecca@seadrunarrecycling.com	Email Sent
Skagel	David	rebuildit@gorge.net	Email Sent
Byrd	Nicole	recyclingresourceswa@gmail.com	Email Sent
Edmonson	Randy	redmonson@portgrays.org	Email Sent

Mckinlay	Reed	reedm@wyckoff-farms.com	Email Sent
Rempel	Bruce	rempebros@gmail.com	Email Sent
Allphin	Reno	reno.allphin@co.kittitas.wa.us	Email Sent
Jones	Earl	reuse3jones@gmail.com	Email Sent
Gilbert	Rick	rgilbert@co.kitsap.wa.us	Email Sent
Harris	Ruth	rharris@rccauto.com	Email Sent
HEGNEY	ROBIN	rhegney@cityofchewelah.org	Email Sent
Petty	Richmond	Richmond.Petty@cdhd.wa.gov	Email Sent
Fredrickson	Rik	rickf@wasteconnections.com	Email Sent
Hurley	Rick	rickh@westernpulp.com	Email Sent
Riesgo	Becky	RiesgoRebecca@bfusa.com	Email Sent
SCHMITT	RIKKI	rikkischmitt1@gmail.com	Email Sent
Carr	Riley	riley@girardresources.com	Email Sent
WAN	RIVER	river.wan@piercecountywa.gov	Email Sent
Coberly	Rod	rjcoberly@doc1.wa.gov	Email Sent
Johnson	Tammy	rjfishon1960@aol.com	Email Sent
Jones	Ron	rjones@ci.olympia.wa.us	Email Sent
Roduner	Ron	rjr2255@hotmail.com	Email Sent
Karageorge	Rebecca	RKarageorge@republicservices.com	Email Sent
KRIEGER	ROGER	rkrieger@ci.deerpark.wa.us	Email Sent
Ludlow	Rich	rludlow@crwwd.com	Email Sent
Caton	Randy	RndyXtreme@aol.com	Email Sent
Dye	Robert	robert.dye@iconserv.com	Email Sent
Waddle	Robert	Robert.Waddle@kcc.com	Email Sent
Sargent	Robert	roberts@rainierwood.com	Email Sent
Becklehimer	Rodney	rodney.becklehimer@westrock.com	Email Sent
Swalander	Roger	rogers@wcnx.org	Email Sent
Mazyck	Ronaldo	ronaldo@paperchaserecycling.com	Email Sent
Manning	Ron	ronsautowrecking@yahoo.com	Email Sent
Shivers	Ron	ronshivers59@yahoo.com	Email Sent
Westmoreland	Ron	ronw@cgcompost.com	Email Sent
Bale	Larry	royalheights@comcast.net	Email Sent
Plaster	RJ	rplaster@kettle-falls.com	Email Sent
LANDIS	REGAN	rlandis@doc1.wa.gov	Email Sent
STANTON	ROY	rstanton@wawater.com	Email Sent
Finn	Ruben	ruben.finn@labusa.us	Email Sent
Cole	Rusty	rustyc@wasteconnections.com	Email Sent
Ruud	Dave	ruudbpi@aol.com	Email Sent
Watts	Russ	rwatts@portofkalama.com	Email Sent
Wintersteen	Rory	rwintersteen@co.lincoln.wa.us	Email Sent
Baker	Al	rwtimber@aol.com	Email Sent
BAKER	RYAN	ryan.baker@cityofwashougal.us	Email Sent
Ransavage	Ryan	ryan.ransavage@gravelpits.com	Email Sent

Mezissen	Stephanie	sales03@mercurytechnologies-mn.com	Email Sent
Fleischner	Samantha	samanthah@wasteconnections.com	Email Sent
Sampson	Jason	sampsonj@wsu.edu	Email Sent
Dawes	Sandy	sandydawes@packagingcorp.com	Email Sent
Green	Sandra	sandyevents@comcast.net	Email Sent
Erickson	Sarah	sarahe@wcnx.org	Email Sent
Bebee	Steve	sbebee@oakharbor.org	Email Sent
Becker	Steve	sbecker@co.asotin.wa.us	Email Sent
Bissell	Scott	sbissell@republicservices.com	Email Sent
BLODGETT	SHARON	sbloodgett@klickpud.com	Email Sent
BREWER	STEVE	sbrewer@ci.richland.wa.us	Email Sent
Olinger	Mike	sbrowndavis@cob.org	Email Sent
Castro	Sam	scastr@pendoreille.org	Email Sent
Erwin	Scott	scott.erwin@stericycle.com	Email Sent
DEATHERAGE	SCOTT	scottd@barr-tech.net	Email Sent
Engels	Scott	scotte@edaleendairy.com	Email Sent
ATKINSON	JIM	sewer@ci.westport.wa.us	Email Sent
BATTERTON	DAVID	sewers@colfaxwa.org	Email Sent
FRANCIS	SHAYLA	sfrancis@cob.org	Email Sent
Kessler	Shaleen	shaleen.kessler@navy.mil	Email Sent
DESY	SHAWN	shawn.desy@chelanpud.org	Email Sent
Kehoe	Sherry	sherryk@wcnx.org	Email Sent
Wheatley	Steven	shirley@bditransfer.com	Email Sent
Humphreys	Shawn	shumphreys@co.pacific.wa.us	Email Sent
Gaertner	Sid	sid.gaertner@chsinc.com	Email Sent
Vander Haak	Steve	sjvanderhaak@yahoo.com	Email Sent
Larson	Scott	slarson@cityoforting.org	Email Sent
Mcfadden	Steve	smcfadden@simonmetals.com	Email Sent
MCGOWAN	SCOTT	smcgowan2456@yahoo.com	Email Sent
MCKASSON	STEVE	smckasson@eatonville-wa.gov	Email Sent
Mcomber	Steven	smcomber@stericycle.com	Email Sent
Smit	Debbie	smitdairyfarm@hotmail.com	Email Sent
LOCKHART	LANCE	snowblaze@air-pipe.com	Email Sent
BILLINGTON	LOGAN	spanglepublicworks@outlook.com	Email Sent
Phillips	Steve	sphillips@co.douglas.wa.us	Email Sent
Pope	Stefanie	spope@savers.com	Email Sent
Brooks	Sam	srbrooks@doc1.wa.gov	Email Sent
Ham	Larry	srvcbttrs@aol.com	Email Sent
Henry	Stan	stan@girardwoodproducts.com	Email Sent
Chang	John	stc0301@hotmail.com	Email Sent
Miller	Stephanie	stephanie@newdayrecycling.com	Email Sent
Lindjord	Stephen	stephen.lindjord@cemex.com	Email Sent
CROCI	STEVE	steve@cityofcashmere.org	Email Sent

Blahut	Steven	steven.blahut@dcyf.wa.gov	Email Sent
Dahl	Steven	stevend@skagitaggregates.com	Email Sent
Wulf	Steve	stevew@sunshinedisposal.com	Email Sent
THOMAS	SCOTT	sthomas@colville.wa.us	Email Sent
Kallenberger	Rich	store@yakimahabitat.org	Email Sent
MACKINNON	MONICO	super@fishbaysewer.com	Email Sent
Hildreth	Suzanne	suzanne.hildreth@seattle.gov	Email Sent
VAKARCS	STELLA	svakarcs@co.kitsap.wa.us	Email Sent
Larsson	Sven	svenl@rotschyinc.com	Email Sent
Hawley	Leanne	swcoord@co.ferry.wa.us	Email Sent
Osborn	Spencer	swo@pascoautowrecking.net	Email Sent
Gee	Todd	t.gee@travispattern.com	Email Sent
Ableman	Todd	tableman@cityofcheney.org	Email Sent
Willis	Toby	tana@tobysbattery.com	Email Sent
Taylor	Chris	taylorsherry@hotmail.com	Email Sent
Condon	Ted	tedc@barr-tech.net	Email Sent
Gregory	Teresa	teresa.gregory@ipaper.com	Email Sent
Prather	Terri	terriprather@lottcleanwater.org	Email Sent
HASTINGS	TOM	THastings@snopass.org	Email Sent
Hatch	Tiffany	tiffany.hatch@seattlegoodwill.org	Email Sent
Sellew	Tim	tim.sellew@pacifictopsoils.com	Email Sent
SCOTT	TIMOTHY	timboscott@outlook.com	Email Sent
Krohling	Tina	tinak@wcnx.org	Email Sent
Mcauliffe	Tony	tm@maltbycontainer.com	Email Sent
SUMMERS	TODD	todd@aceacme.com	Email Sent
CHILDS	TOM	tomchilds@cith.us	Email Sent
Rhew	Tony	tony.rhew@fredmeyer.com	Email Sent
Wolley	Verne	topsoils@hotmail.com	Email Sent
Tousley	Gerald	tousleg@co.thurston.wa.us	Email Sent
PFLUGER	TONY	tpfluger@cityofml.com	Email Sent
Sterling	Traci	traci@sterlingbattery.com	Email Sent
Ovenell	Tracy	tracy@ovenellfarms.com	Email Sent
Hons	Tom	treatmentplant@bingenwashington.org	Email Sent
Shore	Tammy	tshore@whistler.ca	Email Sent
Snead	Tim	tsnead@quincywashington.us	Email Sent
Vaught	Todd	tvaught@wm.com	Email Sent
MCKINSTRY	TINA	TVHCpresident@outlook.com	Email Sent
Uhlig	Brad	uhlig@co.skamania.wa.us	Email Sent
BREMER	STEVE	uniontownshop@inlandnet.com	Email Sent
Hughes	John	universalrefiner@techline.com	Email Sent
Grogan	Joseph	utilities1@townofcoupeville.org	Email Sent
WILSON	WILLIAM	vaderwwto@centurylink.net	Email Sent
Hegbloom	Vanner	vanner.hegbloom@kniferiver.com	Email Sent

Salih	Vian	vian.salih@snoco.org	Email Sent
DANIELSON	VICTORIA	victoria.danielson@ci.stanwood.wa.us	Email Sent
Merrill	Shane	w006mgr3@costco.com	Email Sent
WALKER	WARREN	Warren10962@protonmail.com	Email Sent
PFEIFER	TIM	wastewater@ilwaco-wa.gov	Email Sent
Miniken	Jason	water@rhwater.com	Email Sent
RAMIN	MARTIN	waterville@nwi.net	Email Sent
Lawrence	Wes	wes@frontieroperation.com	Email Sent
Koerper	Dustin	whiteyswrecking@comcast.net	Email Sent
Williams	Ron	williams.ron@co.cowlitz.wa.us	Email Sent
BRESHEARS	WILLIAM	willy.breshears@jacobs.com	Email Sent
WINANS	DARRELL	WINANS@CITYOFGIGHARBOR.NET	Email Sent
Lyons	Bart	winstonquarryinc@live.com	Email Sent
CECIL	RODNEY	winws@cityofwinlock.com	Email Sent
Krug	Warren	wkrug@cardinalcorp.com	Email Sent
KIMM	MARK	wlsd2@centurytel.net	Email Sent
Dickson	Richard	wmdickson@comcast.net	Email Sent
	WALTER		
HORTON	"Mark"	wmhorton@doc1.wa.gov	Email Sent
Wilson	Ron	wolfkillyard@live.com	Email Sent
Oscarson	N. Wade	woscarson@ci.benton-city.wa.us	Email Sent
ZERB	TROY	wrpwater@ephrata.org	Email Sent
Warren	Christina	wvsr3@hotmail.com	Email Sent
HOLFELTZ	FRANK	wwtp.tonasket@ncidata.com	Email Sent
Howard	Joshua	wwtp@newport-wa.org	Email Sent
Arciniega	Jesus	wwtp@omakcity.com	Email Sent
CRAVENS	JON	wwtp@toledotel.com	Email Sent
Jennerjohn	Carl	yakimabattery@hotmail.com	Email Sent
Rognlin	Zach	zach@pmrecycle.com	Email Sent
CLAUSSEN	ZACHARY	zclausen@townofconconully.com	Email Sent
Zigler	Ruthann	77Recyclings@gmail.com	Email Opened
MICHAEL	AARON	7baysmanager@gmail.com	Email Opened
MUMMERT	AMBER	amummert@ilaniresort.com	Email Opened
O'CONNOR	ANDREW	aoconnor@ci.goldendale.wa.us	Email Opened
Dykstra	Andrew	asdykstra@aol.com	Email Opened
Rinker	Brad	b.rinker@northwestmetals.net	Email Opened
Graham	Bryan	bgraham@schn.com	Email Opened
Bird	Kevin	birdsnersery@aol.com	Email Opened
Piepel	Becci	bpiepel@co.douglas.wa.us	Email Opened
McKenney	Brandon	brandon.krminc@gmail.com	Email Opened
Cowden	Brent	brent@cowdeninc.com	Email Opened
Sherbahn	Brian	bsherbahn@gmail.com	Email Opened
Lee	Soo	c1metals@gmail.com	Email Opened

Campbell	David	campfox52@gmail.com	Email Opened
Blake	Casey	casey@blakeinc.net	Email Opened
Ricard	Ed	ccl@elltel.net	Email Opened
Durfey Campbell	Chelsea	chelsea@naturalselectionfarms.com	Email Opened
KRAMER	CHRISTOPHER	chris.kramer@ucaa.org	Email Opened
Holcomb	Jim	citysupt@odessaoffice.com	Email Opened
Lorch	Craig	clorch@totalreclaim.com	Email Opened
Culmback	Craig	craig@skagitsoilsinc.com	Email Opened
VORSE	DAVID	CRPWD@CI.CASTLE-ROCK.WA.US	Email Opened
Wilcox	Chris	cwilcox@wilcoxfarms.net	Email Opened
Grogg	Dan	dangrogg@libertylake.org	Email Opened
Waldron	Daniel	daniel.waldron@lafarge-na.com	Email Opened
Cahoon	Darren	DarrenC@TapaniMaterials.com	Email Opened
Ellis	David	david.d.e@comcast.net	Email Opened
Boone	Darin	dboone@vorganics.net	Email Opened
Sorensen	Daniel	dgs7@uw.edu	Email Opened
Groom	Duane	duanegroom@gmail.com	Email Opened
Wentworth	David	dwentworth@evensol.com	Email Opened
Iddings	Earl	earl.iddings@gmail.com	Email Opened
Baskett	Andrew	elmawwtp@gmail.com	Email Opened
BARTELHEIMER	KURT	elysianfieldsfarms@gmail.com	Email Opened
Rollins	Michael	emeraldrowing@comcast.net	Email Opened
TAYLOR	JOHN "SCOTT"	endicottsewer@gmail.com	Email Opened
Allen	Darla	enviro-tire@montanasky.com	Email Opened
Fragnito	John	fragnito@gmail.com	Email Opened
PHILLIPS	MARK	garfieldwwtp@gmail.com	Email Opened
Johnson	Gerald	gerald@tcbauto.com	Email Opened
Starkenburg	Alvin	GetCompost@gmail.com	Email Opened
Gaidos	Glen	glen@3rtechnology.com	Email Opened
HARBISON	PATRICK	harbisonp@co.cowlitz.wa.us	Email Opened
Brantley	Holly	hbrantley@southsoundsteel.com	Email Opened
Booth	Jenny	ironsidesgrinding@gmail.com	Email Opened
HOLMES	JOSH	j.holmesmortonpw@gmail.com	Email Opened
Main	Jake	jake@columbiarock.us	Email Opened
Essig	James	james.essig@gcinc.com	Email Opened
Johnson	Jay	jay@prsplant.net	Email Opened
Weber	Jeff	jeff@webers.net	Email Opened
GOODWIN	JESS	jessgoodwin@gmail.com	Email Opened
Ewell	John	jewell@lynnwoodwa.gov	Email Opened
Kinney	John	jkinney@selkirkschools.org	Email Opened
Wells	Jim	jlw4@comcast.net	Email Opened
Stump	Joe	joe.stump@co.yakima.wa.us	Email Opened
Olivares	John	john.olivares@ironmountain.com	Email Opened

Moerke	John	johnmoerke@localaccess.com	Email Opened
Johnson	Duane	johnsonseptic2019@gmail.com	Email Opened
Van			
Nieuwenhuyzen	Jon	jon@werkhovendairy.com	Email Opened
Jopp	Timothy	jopptim@yahoo.com	Email Opened
Hibma	Joyce	joyce.bulldog@yahoo.com	Email Opened
SHAFER	JESSE	jshafer1978@yahoo.com	Email Opened
STILLIAN	JONI	jssacheen@gmail.com	Email Opened
Walter	Jeff	jwalter@batterysystems.net	Email Opened
Willis	Joseph	jwillis@wcrecycling.com	Email Opened
ASHMORE	KIM	kashmore@cityofcentralia.com	Email Opened
Kosters	Ken	kenk@carnationfarms.org	Email Opened
Ramirez	Efraim	kitsaptopsoil@gmail.com	Email Opened
Scott	Kyle	kscott@aberdeenwa.gov	Email Opened
Sisson	Kyler	ksisson@rainierplastics.com	Email Opened
TERRY	KELLY	kterry@stevenspud.org	Email Opened
TJOELKER	LADD	ladd.tjoelker@gmail.com	Email Opened
Stevens	Damon	lcwsd6damonstevens@gmail.com	Email Opened
Leake	Rick	leakelogging@wildblue.net	Email Opened
LYONS	BROOKE	llsd4bl@gmail.com	Email Opened
Lavelle	Mike	lstiremike@comcast.net	Email Opened
Corbin	Lydia	lydia.corbin8@gmail.com	Email Opened
Mailliard	Michael	mailliardslanding@gmail.com	Email Opened
Mansur	Travis	mansurt@frontier.com	Email Opened
SHORT	LARRY	mapashort@yahoo.com	Email Opened
FADENRECHT	MARY	maryf@bluejt.com	Email Opened
Schweizer	Adrienne	mdtdisposal@gmail.com	Email Opened
Debacker	Gig	mgr248@batteriesplus.net	Email Opened
HERDT	MIKE	mherdt.city@entiatwa.us	Email Opened
Mulrony	Michelle	michelleam@klickitatcounty.org	Email Opened
Price	Sam	mrsamprice@gmail.com	Email Opened
Cole	Neil	neil.a.cole@lesschwab.com	Email Opened
Gatlin	Nick	nich@ironmt.net	Email Opened
Nicholson	Evelyn	normansounddisp@aol.com	Email Opened
Rux	Sara	olympic.biosolids@gmail.com	Email Opened
TONGUE	STEVE	operations@holdenvillage.org	Email Opened
PATCHING	KEVIN	patchik@co.thurston.wa.us	Email Opened
VINSANT	PAUL	penncovewater@gmail.com	Email Opened
TYSZ	DAVE	pigeon1231@gmail.com	Email Opened
WOLLMAN	PAUL	pkwollman@gmail.com	Email Opened
WARDEN	THOMAS	pomeroywwtp@gmail.com	Email Opened
SCOTT	CHRISTOPHER	publicworks.cusick@gmail.com	Email Opened

		PUBLICWORKSSPRINGDALE@GMAIL.CO	
ALBEE	PATRICK	M	Email Opened
Johnson	Ray	rayj@rustonwa.org	Email Opened
Peters	John	rdp.peters@gmail.com	Email Opened
Raffetto	Priscilla	recycling@albertsons.com	Email Opened
Gardner	Richard	rgardjr@greenacresgypsum.com	Email Opened
Owens	Rick	ricko@co.skagit.wa.us	Email Opened
Matt	Allan	ronald.toulou@colvilletribes.com	Email Opened
BASINGER	RON	ronb@sumnerwa.gov	Email Opened
Sterley	Ronda	rondabrc@aol.com	Email Opened
Short	Roger	rshort42@gmail.com	Email Opened
THODE	RYAN	Ryan.firemtn@gmail.com	Email Opened
Ahmann	Steven	sahmann@pacificpowerbatteries.com	Email Opened
Kim	Sam	sam@e-wastes.com	Email Opened
JENKS	SEAN	scjenks@gmail.com	Email Opened
Beierwaltes	Scott	scottb@aircycle.com	Email Opened
Olsen	Kira	smokeyridgemeats@gmail.com	Email Opened
Wheatley	Steve	steve@basindisposal.com	Email Opened
Eliason	Steven	steve@stoneridgeidaho.com	Email Opened
Hitzel	Steven	steven.hitzel@gcinc.com	Email Opened
STEMHAGEN	STEVE	stevestem@gmail.com	Email Opened
Abston	Jason	susie@ahtimber.com	Email Opened
DRIESEN	TYSON	tdriesen@gmail.com	Email Opened
Cooley	Terry	theautoboneyard@gmail.com	Email Opened
BERGE	TIM	tim.berge@swssd.com	Email Opened
KIRK	TRAVIS	tkirk@woodardcurran.com	Email Opened
STROZYK	KATHLEEN	townofcreston@gmail.com	Email Opened
COOK	TREVOR	trevor.cook@pullman-wa.gov	Email Opened
Lejeune	Josh	ttucci@tucciandsons.com	Email Opened
London	Jim	twincitymetals@frontier.com	Email Opened
Miller	Tyler	tyler@dirthugger.com	Email Opened
Bulsiewicz	Wayne	wayne.bulsiewicz@veoliaes.com	Email Opened
Weiks	Jeff	weikscorp@comcast.net	Email Opened
Baker	Eldon	whidbeystopsoil@yahoo.com	Email Opened
WHITE	TOM	whitelogging@centurylink.net	Email Opened
Willadson	Steven	willadsons@ci.bonney-lake.wa.us	Email Opened
LARUE	WILLIAM	william.larue@veolia.com	Email Opened
Wolk	Nathan	wolknathanie@seattleu.edu	Email Opened
SLATER	CHARLENE	wwc wd_2@yahoo.com	Email Opened
WOOD	SHAWN	wwpumpingservice@gmail.com	Email Opened
PALMER	JEFF	wwtpo@hpwatersewer.com	Email Opened

Email	Failed	184	Email Failed
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Survey 1 Contacts – Out of Office Reattempt (06-23-22)

Email Address	Status
greg@spshabitat.org	Survey Finished
CodyC@Yelmwa.gov	Email Sent
jmottinger@aberdeenwa.gov	Email Sent
rprimm@marysvillewa.gov	Email Sent
ebarnum11@gmail.com	Email Sent
slholbrook@wsu.edu	Email Sent
gsattler@libertylake.org	Email Sent
croberts@whistler.ca	Email Sent
waste.management@wsu.edu	Email Sent

Survey 1 Contacts – Additional Contacts from Ecology (07-07-22)

Email Address	Status
andrea@tobysbattery.com	Survey Started
aruddell52@gmail.com	Survey Started
dylan.christensen@allbatterysalesandservice.com	Survey Started
russ@spaldings.com	Survey Started
info@mayflowermetals.com	Survey Started
kwynne@gci.net	Survey Started
office@gbconagg.com	Survey Finished
solutions@perrypallet.com	Survey Finished
accounting@3rtechnology.com	Survey Finished
catherine@islandrecycling.com	Survey Finished
hthornton@wm.com	Email Soft Bounce
vern@ecrrecycling.com	Email Soft Bounce
chadj@cgcompost.com	Email Soft Bounce
saundersc@cintas.com	Email Soft Bounce
tacmgr@sutta.com	Email Soft Bounce
gdart@arecycling.com	Email Soft Bounce
nahvi@acemetalco.com	Email Soft Bounce
rhenry@collville.wa.us	Email Soft Bounce
aimeew@sqpbiodiesel.com	Email Soft Bounce
lisathomas@thomco.us	Email Soft Bounce
steve_ball@pacific-recycling.com	Email Soft Bounce
sterling@sterlingbreencrushing.com	Email Soft Bounce
laspelund@co.clallam.wa.us	Email Soft Bounce
mlund@cityofpoulsbo.com	Email Soft Bounce
dumorre recycling@aol.com	Email Soft Bounce
tostgaard@co.pacific.wa.us	Email Soft Bounce
pennylee@pennyleetrucking.net	Email Sent
f_cooper@live.com	Email Sent
mbeckman95@gmail.com	Email Sent
mbotello@entiatwa.us	Email Sent

rpaulson@daytonwa.com	Email Sent
ThadS@WintonMFG.com	Email Sent
saustin@clarkston-wa.com	Email Sent
ssmith@emeraldrenews.com	Email Sent
leberelks@hotmail.com	Email Sent
julie@911GlassRescue.org	Email Sent
bleys@cleanharbors.com	Email Sent
eatonvillenapa@gmail.com	Email Sent
marct@sunshinedisposal.com	Email Sent
margaret.a.taaffe.civ@army.mil	Email Sent
darren@honcoop.com	Email Sent
tomm@hartung-glass.com	Email Sent
hartja@wsdot.wa.gov	Email Sent
bnakaoka@strategicmaterials.com	Email Sent
echo.tremaglio@seattle.gov	Email Sent
ryan.partridge@thermofluids.com	Email Sent
jbush@goodnightinc.com	Email Sent
mmesaros@wm.com	Email Sent
tholth@delhur.com	Email Sent
nancy.mitchell@wasteconnections.com	Email Sent
kallan.kersavage@lewiscountywa.gov	Email Sent
REichhor@wm.com	Email Sent
garyhayden@atlaspullman.com	Email Sent
thomas.norris@amwater.com	Email Sent
valeria.husted@doc1.wa.gov	Email Sent
amanda@tiresincwa.com	Email Sent
steve.martin@columbiapulp.com	Email Sent
pcooper@republicservices.com	Email Sent
jeffrey.eis@nucor.com	Email Sent
dppearson@msn.com	Email Sent
Mkatz@farwestrecycling.com	Email Sent
paulette@gilliardi.com	Email Sent
bremmerconstruction@msn.com	Email Sent
mkolata@transmontaigne.com	Email Sent
wade.bonds@ci.kennewick.wa.us	Email Sent
jeffsm@wcnx.org	Email Sent
carol@ttaro.net	Email Sent
lgabor@call2recycle.org	Email Sent
rcecil@shorelinewa.gov	Email Sent
Don@catonlandfill.com	Email Sent
sbrum@recology.com	Email Sent
torrey@lautenbachrecycling.com	Email Sent
carlb@travispattern.com	Email Sent

jan.a@impactbioenergy.com	Email Sent
BillO@islandcountywa.gov	Email Sent
americannorthwest@gmail.com	Email Sent
dwinans@gigharborwa.gov	Email Sent
angelm@peninsulaservices.org	Email Sent
envcompliance@bestbuy.com	Email Sent
JEcklund@cityofup.com	Email Sent
PaulGibson@packagingcorp.com	Email Sent
pete@exchangeorcas.org	Email Sent
roland.ensign@wasteconnections.com	Email Sent
kwagner@cityoffife.org	Email Sent
mhaziq@hexacomb.com	Email Sent
ayub98516@gmail.com	Email Sent
hornm@co.cowlitz.wa.us	Email Sent
gplace@oakharbor.org	Email Sent
linda.wierzbicki@safety-kleen.com	Email Sent
caleigh.belkoff@gapac.com	Email Sent
ctrecycling2@gmail.com	Email Sent
fiveguysenterprise@hotmail.com	Email Sent
JHOXSEY@msn.com	Email Sent
Nichole.Criss@greenpetcomposting.com	Email Sent
recycling@staples.com	Email Sent
cesar.solis@gapac.com	Email Sent
liv.johansson@zoo.org	Email Sent
chris@1greenplanet.com	Email Sent
christopher.teske@stericycle.com	Email Sent
james.kennedy@stericycle.com	Email Sent
zjenkins@wm.com	Email Sent
JMoikeha@ultimaterb.com	Email Sent
cworley@quincywashington.us	Email Sent
clee@northbendwa.gov	Email Sent
wjackson@ecullet.com	Email Sent
mike@uprefuse.com	Email Sent
reporting@castletirerecycling.com	Email Sent
lynnwoodrecycling@hotmail.com	Email Sent
craig@dicksonmetals.com	Email Sent
tyler@westernrecords.net	Email Sent
samantha.winkle@WasteConnections.com	Email Sent
matt@nfrecycling.com	Email Opened
KBlosl@cityofcentralia.com	Email Opened
naslunddisposal@gmail.com	Email Opened
director@slcww.org	Email Opened
jason@storedahl.com	Email Opened

altopsoil@hotmail.com	Email Opened
barlowautoparts@gmail.com	Email Opened
matthew_e_storms@rl.gov	Email Opened
langleystowing@comcast.net	Email Opened
darrenc@tapani.com	Email Opened
patrickm@metrometalsnw.com	Email Opened
Chad@suttermetals.com	Email Opened
balesd@co.cowlitz.wa.us	Email Opened
nick.massie@rotschyinc.com	Email Opened
asburytopsoil@gmail.com	Email Opened
davek@kleenblast.com	Email Opened
ThadS@WintonMFG.com	Email Blocked

Survey 2 Contact List (10-12-22)

Last Name	First Name	Email Address	Status
Bulsiewicz	Wayne	wayne.bulsiewicz@veoliaes.com	Survey Partially Finished
Lautenbach	Troy	troy@lautenbachrecycling.com	Survey Partially Finished
Hatch	Tiffany	tiffany.hatch@seattlegoodwill.org	Survey Partially Finished
Schutt	Thad	ThadS@WintonMFG.com	Survey Partially Finished
Brooks	Sam	srbrooks@doc1.wa.gov	Survey Partially Finished
Olsen	Kira	smokeyridgemeats@gmail.com	Survey Partially Finished
Smit	Debbie	smitdairyfarm@hotmail.com	Survey Partially Finished
Raffetto	Priscilla	recycling@albertsons.com	Survey Partially Finished
Massie	Nick	nick.massie@rotschyinc.com	Survey Partially Finished
Norcross	Neil	neil.l.norcross@tsocorp.com	Survey Partially Finished
Gruener	Michael	mike@uprefuse.com	Survey Partially Finished
Mansur	Travis	mansurt@frontier.com	Survey Partially Finished
Guijosa	Kevin	kguijosa@masoncountywa.gov	Survey Partially Finished
Mendoza	John	John.Mendoza@dart.biz	Survey Partially Finished
Johnson	Jay	jay@prsplant.net	Survey Partially Finished
Main	Jake	jake@columbiarock.us	Survey Partially Finished
	Dan &		
Stewart	Tammy	ironhorsevac@msn.com	Survey Partially Finished
Okanogan	Green	info@greenokanogan.org	Survey Partially Finished
EICHLER	HILLARY	hillary.eichler@ptpc.com	Survey Partially Finished
Tousley	Gerald	gerald.tousley@co.thurston.wa.us	Survey Partially Finished
Cornwall-			
Brady	Evan	evan@bradytrucking.com	Survey Partially Finished
STEFFENSEN	ERIC	EricSteffensen@BC.com	Survey Partially Finished
Beddeson	Dan	danb@mpcyak.com	Survey Partially Finished
Culmback	Craig	craig@skagitsoilsinc.com	Survey Partially Finished
Lee	Carrie	clee@northbendwa.gov	Survey Partially Finished
Campbell	David	campfox52@gmail.com	Survey Partially Finished
Denhartog	Calvin	calvin_nvd@msn.com	Survey Partially Finished

Phinney	Amber	amber_phinney@co.columbia.wa.us	Survey Partially Finished
Vander Haak	Steve	sjvanderhaak@yahoo.com	Survey Finished
AUSTIN	STEVE	saustin@clarkston-wa.com	Survey Finished
Wintersteen	Rory	rwintersteen@co.lincoln.wa.us	Survey Finished
TJEMSLAND	PETE	ptjem@sequimwa.gov	Survey Finished
Walden	Cathie	office@gbconagg.com	Survey Finished
Griffith	Lewis	lgriffit@cityoftacoma.org	Survey Finished
Wynne	Kate	kwynne@gci.net	Survey Finished
Bajzarowicz	Janusz	januszb@pacifictopsoils.com	Survey Finished
Cruz	Erendira	director@slcww.org	Survey Finished
Penwell	Frank	ctrecycling2@gmail.com	Survey Finished
Adams	Catherine	catherine@islandrecycling.com	Survey Finished
Blanchfield	Brenda	brenda.blanchfield@co.chelan.wa.us	Survey Finished
MORRIS	BLISS MUHAMM	bmorris@cityofpt.us	Survey Finished
Ayub	AD	ayub98516@gmail.com	Survey Finished
Jenkins	Zach	zjenkins@wm.com	Session Expired
Sellew	Tim	tim.sellew@pacifictopsoils.com	Session Expired
Range	Mike	mrange@wm.com	Session Expired
Capili	Maritess	mcapili@republicservices.com	Session Expired
Storms	Matthew	matthew_e_storms@rl.gov	Session Expired
Lauderdale	Marilyn	marilyn@styrorecycle.com	Session Expired
Mailliard	Michael	mailliardslanding@gmail.com	Session Expired
Beck	Joe	joe@portlandrecycling.com	Session Expired
Messer	Hugh	hmesser@cityoftacoma.org	Session Expired
Biddle	Chris	chris@1greenplanet.com	Session Expired
Robert	Chanda	chandar@skagitriversteel.com	Session Expired
Arnold	Brian	brian.arnold@bp.com	Session Expired
Fuller	Barbara	barbara.fuller@genzyme.com	Session Expired
Ostgaard	Travis	tostgaard@co.pacific.wa.us	Email Soft Bounce
Humphreys	Shawn	shumphreys@co.pacific.wa.us	Email Soft Bounce
Ellis	Scott	sellis@dadistribution.com	Email Soft Bounce
Lyon	Rocky	rocky.lyon@lewiscountywa.gov	Email Soft Bounce
Calamia	Bryan	office@ibsapplevalley.com	Email Soft Bounce
Cole	Neil	neil.a.cole@lesschwab.com	Email Soft Bounce
Trussell	Mike	mike.trussell@caraustar.com	Email Soft Bounce
Moynagh	Kelan	mail@yelmworms.com	Email Soft Bounce
Geren	Len	lgeren@keyespackaging.com	Email Soft Bounce
Leake	Rick	leakelogging@wildblue.net	Email Soft Bounce
Carveth	Kerry	kerry.carveth@tekni-plex.com	Email Soft Bounce
Kersavage	Kallan	kallan.kersavage@lewiscountywa.gov	Email Soft Bounce
Littlejohn	Clayton	jlittlejohn@foxinternet.com	Email Soft Bounce
Horn	Michele	hornm@co.cowlitz.wa.us	Email Soft Bounce

White	Fred	fwhite@seanet.com	Email Soft Bounce
Wilcox	Chris	cwilcox@wilcoxfarms.net	Email Soft Bounce
Bales	Dan	balesd@co.cowlitz.wa.us	Email Soft Bounce
Rognlin	Zach	zach@pmrecycle.com	Email Sent
Jennerjohn	Carl	yakimabattery@hotmail.com	Email Sent
Warren	Christina	wvsr3@hotmail.com	Email Sent
Dickson	Richard	wmdickson@comcast.net	Email Sent
Jackson	Wayne	wjackson@ecullet.com	Email Sent
Willadson	Steven	willadsons@ci.bonney-lake.wa.us	Email Sent
Weiks	Jeff	weikscorp@comcast.net	Email Sent
BONDS	WADE	wade.bonds@ci.kennewick.wa.us	Email Sent
Salih	Vian	vian.salih@snoco.org	Email Sent
HUESTED	VALERIA	valeria.husted@doc1.wa.gov	Email Sent
Hughes	John	universalrefiner@techline.com	Email Sent
Uhlig	Brad	uhlig@co.skamania.wa.us	Email Sent
Dean	Tyler	tyler@westernrecords.net	Email Sent
Vaught	Todd	tvaught@wm.com	Email Sent
Ovenell	Tracy	tracy@ovenellfarms.com	Email Sent
Wolley	Verne	topsoils@hotmail.com	Email Sent
Rhew	Tony	tony.rhew@fredmeyer.com	Email Sent
Moore	Tom	tomm@hartung-glass.com	Email Sent
Mcauliffe	Tony	tm@maltbycontainer.com	Email Sent
Krohling	Tina	tinak@wcx.org	Email Sent
Norris	Thomas	thomas.norris@amwater.com	Email Sent
Holth	Tim	tholth@delhur.com	Email Sent
Gregory	Teresa	teresa.gregory@ipaper.com	Email Sent
Brand	Tegan	Tegan.Brand@lehighhanson.com	Email Sent
Condon	Ted	tedc@barr-tech.net	Email Sent
Taylor	Chris	taylorsherry@hotmail.com	Email Sent
Ableman	Todd	tableman@cityofcheney.org	Email Sent
Gee	Todd	t.gee@travispattern.com	Email Sent
Osborn	Spencer	swo@pascoautowrecking.net	Email Sent
Hawley	Leanne	swcoord@co.ferry.wa.us	Email Sent
Hildreth	Suzanne	suzanne.hildreth@seattle.gov	Email Sent
Dahl	Steven	stevend@skagitaggregates.com	Email Sent
Wheatley	Steve	steve@basindisposal.com	Email Sent
Miller	Stephanie	stephanie@newdayrecycling.com	Email Sent
Chang	John	stc0301@hotmail.com	Email Sent
Smith	Sheila	ssmith@emeraldrenews.com	Email Sent
Ham	Larry	srvcbtttrs@aol.com	Email Sent
Phillips	Steve	sphillips@co.douglas.wa.us	Email Sent
Broersma	Geoff	solutions@perrypallet.com	Email Sent
Mcfadden	Steve	smcfadden@simonmetals.com	Email Sent

Larson	Scott	slarson@cityoforting.org	Email Sent
Kehoe	Sherry	sherryk@wcnx.org	Email Sent
Sheeley	April	sheeleyapril@gmail.com	Email Sent
Engels	Scott	scotte@edaleendairy.com	Email Sent
Erwin	Scott	scott.erwin@stericycle.com	Email Sent
Olinger	Mike	sbrowndavis@cob.org	Email Sent
BREWER	STEVE	sbrewer@ci.richland.wa.us	Email Sent
Bissell	Scott	sbissell@republicservices.com	Email Sent
Becker	Steve	sbecker@co.asotin.wa.us	Email Sent
Bebee	Steve	sbebee@oakharbor.org	Email Sent
Erickson	Sarah	sarahe@wcnx.org	Email Sent
Dawes	Sandy	sandydawes@packagingcorp.com	Email Sent
Sampson	Jason	sampsonj@wsu.edu	Email Sent
		samantha.winkle@WasteConnections.co	
Winkle	Samantha	m	Email Sent
Ransavage	Ryan	ryan.ransavage@miles.rocks	Email Sent
Partridge	Ryan	ryan.partridge@thermofluids.com	Email Sent
Cole	Rusty	rustyc@wasteconnections.com	Email Sent
Spalding	Russell	russ@spaldings.com	Email Sent
Finn	Ruben	ruben.finn@labusa.us	Email Sent
Pauslon	Ryan	rpaulson@daytonwa.com	Email Sent
Bale	Larry	royalheights@comcast.net	Email Sent
Westmoreland	Ron	ronw@cgcompost.com	Email Sent
Manning	Ron	ronsautowrecking@yahoo.com	Email Sent
Sterley	Ronda	rondabrc@aol.com	Email Sent
Ensign	Rolly	roland.ensign@wasteconnections.com	Email Sent
Swalander	Roger	rogers@wcnx.org	Email Sent
Becklehimer	Rodney	rodney.becklehimer@westrock.com	Email Sent
Sargent	Robert	roberts@rainierwood.com	Email Sent
	ROBERT		
DRESSEL III	(ROB)	ROB@OLYFISH.COM	Email Sent
Coberly	Rod	rjcoberly@doc1.wa.gov	Email Sent
Carr	Riley	riley@girardresources.com	Email Sent
Riesgo	Becky	RiesgoRebecca@bfusa.com	Email Sent
Hurley	Rick	rickh@westernpulp.com	Email Sent
Fredrickson	Rik	rickf@wasteconnections.com	Email Sent
Harris	Ruth	rharris@rccaauto.com	Email Sent
Gilbert	Rick	rgilbert@co.kitsap.wa.us	Email Sent
Golemis	Kosta	reporting@castletirerecycling.com	Email Sent
Allphin	Reno	reno.allphin@co.kittitas.wa.us	Email Sent
Eichhorn	Robert	REichhor@wm.com	Email Sent
Mckinlay	Reed	reedm@wyckoff-farms.com	Email Sent

Byrd	Nicole	recyclingresourceswa@gmail.com	Email Sent
Stavee	Rebecca	rebecca@seadrunarrecycling.com	Email Sent
Cecil	Rika	rcecil@shorelinewa.gov	Email Sent
Scott	Cade	pwsmesa@yahoo.com	Email Sent
Wodek	Paul	pwodek@wm.com	Email Sent
Wiitala	Derek	publicworks@pasco-wa.gov	Email Sent
Veloz	Steve	publicwork@cityofprosser.com	Email Sent
Sayers	Paul	pinecreeknursery1@comcast.net	Email Sent
Thermos	Peter	peter@greensheepaint.com	Email Sent
Edwards	Pete	pete@rdsdisposal.com	Email Sent
Neet	Ed	penrecycling@yahoo.com	Email Sent
Gutschmidt	Penny	pennylee@pennyleetrucking.net	Email Sent
Cooper	Porter	pcooper@republicservices.com	Email Sent
Payton	Norman	paytonn@wsdot.wa.gov	Email Sent
Gilliardi	Paulette	paulette@gilliardi.com	Email Sent
Dionne	Paul	pauldi@wcnx.org	Email Sent
Sponenburg	Paul	paul.sponenburg@westrock.com	Email Sent
STACEY	PATTI	patti.stacey@co.kittitas.wa.us	Email Sent
Puntney	Patrick	pat@claytonwardrecycling.com	Email Sent
Mclaughlin	Pat	pat.mclaughlin@kingcounty.gov	Email Sent
Elam	Oliver	oliver.elam@navy.mil	Email Sent
Olson	Lori	oktire75@communitynet.org	Email Sent
Rinker	Brad	nwmetsandsalvage@northwestmetals.net	Email Sent
Tipton	Norm	norm.tipton@bdk.com	Email Sent
Teig	Nicole	nicolet@wcnx.org	Email Sent
Strombergin	Nicole	nicoles@co.adams.wa.us	Email Sent
Saelee	Nick	nick.saelee@seattle.gov	Email Sent
Criss	Nichole	Nichole.Criss@greenpetcomposting.com	Email Sent
Gatlin	Nick	nich@ironmt.net	Email Sent
Mitchell	Nancy	nancy.mitchell@wasteconnections.com	Email Sent
Hillcar	Jack	must123321@yahoo.com	Email Sent
Price	Sam	mrsamprice@gmail.com	Email Sent
Mondoux	Rick	mondouxre@gmail.com	Email Sent
Olaf	Mariesa	mmesaros@wm.com	Email Sent
Lund	Mike	mlund@cityofpoulsbo.com	Email Sent
Kolata	Matthew	mkolata@transmontaigne.com	Email Sent
Wesson	Michael	mikewe@wcnx.org	Email Sent
Cyphers	Michael	mikecyphers@unitedbattery.net	Email Sent
Denney	Mike	mike@binfordmetals.com	Email Sent
Trimbur	Michelle	michellet@wcnx.org	Email Sent
Mulrony	Michelle	michelleam@klickitatcounty.org	Email Sent
Haziq	Mustafa	mhaziq@hexacomb.com	Email Sent

Eyer	Matt	meyer@marysvillewa.gov	Email Sent
Kuzmer	Don	metalsexpress@aol.com	Email Sent
Downs	Merrilee	merrileed@giin.org	Email Sent
Hild	Rob	menzellake@hotmail.com	Email Sent
Swick	Megan	megan.swick@stericycle.com	Email Sent
Coppinger	Marshon	mcopping@co.kitsap.wa.us	Email Sent
Chidester	Mark	mchidester@ci.richland.wa.us	Email Sent
Brehm	Megan	mbrehm@recology.com	Email Sent
Beckman	Matt	mbeckman95@gmail.com	Email Sent
Murdock	Matt	matt@nfreycling.com	Email Sent
Price	Marvin	marvin.price@conagrafoods.com	Email Sent
Kuljis	Marty	marty@nwrecycling.com	Email Sent
Ryan	Martin	martin.ryan@sonoco.com	Email Sent
Nelson	Martin	martin.nelson@ci.kennewick.wa.us	Email Sent
Schuetzle	Mark	mark@mjmgrand.net	Email Sent
Knowlton	Mark	mark@dynobattery.com	Email Sent
Wash	Mark	mark@cdsidd.com	Email Sent
TAAFFE	MARGARET	margaret.a.taaffe.civ@army.mil	Email Sent
Hillon	Luis	luis.hillon@seattle.gov	Email Sent
Davis	Luann	luann@lloydenterprisesinc.com	Email Sent
Johansson	Liv	liv.johansson@zoo.org	Email Sent
Wierzbicki	Linda	linda.wierzbicki@safety-kleen.com	Email Sent
Leber	Bill	leberelks@hotmail.com	Email Sent
Wilt	Larry	larry.wilt@amwater.com	Email Sent
Stein	Sandra	langleystowing@comcast.net	Email Sent
Forsee	Lance	LanceF1@coloniallawn.com	Email Sent
Greer	Kyle	kyle.w.greer.civ@mail.mil	Email Sent
Greer	Kyle	kyle.w.greer.civ@army.mil	Email Sent
Wagner	Kevin	kwagner@cityoffife.org	Email Sent
Treichel	Karen	KTreichel@darlingii.com	Email Sent
Remick	Kathy	kremick@bakercommodities.com	Email Sent
Potter	Katey	kpotter@harsco.com	Email Sent
Hedrick	Kory	kory@viidirt.com	Email Sent
Kovalenko	Kent	kkovalenko@co.okanogan.wa.us	Email Sent
Hopper	Kelly	khopper@devriesinc.com	Email Sent
Higgins	Keri	khiggins@ci.richland.wa.us	Email Sent
Renz	Kevin	kevinr@co.skagit.wa.us	Email Sent
Green	Kevin	Kevin.Green@WasteConnections.com	Email Sent
Jose	Kenneth	kennethj@cgcompost.com	Email Sent
Taylor	Kelly	kelly.d.taylor@safety-kleen.com	Email Sent
Kovalenko	Keith	keithk@wasteconnections.com	Email Sent
Dionas	Kevin	kdionas@stevenscountywa.gov	Email Sent
Blosl	Kenny	KBlosl@cityofcentralia.com	Email Sent

YOUNGREN	JAKE	JYoungren@CityofChelan.us	Email Sent
Yonkers	Jay	Jyonkers@ci.walla-walla.wa.us	Email Sent
Wheatly	Jeff	jwheatle@wm.com	Email Sent
Van Stone	Jim	jvanstone@bakercommodities.com	Email Sent
Jorgensen	Julie	julie@kahutwasteservices.com	Email Sent
Mitchell	Julie	julie.mitchell@kingcounty.gov	Email Sent
Bridges	Judy	judy.m.bridges@saint-gobain.com	Email Sent
Snyder	Janis	jsnyder@northstar.com	Email Sent
Banchero	Stephan	jsb3@cgcompost.com	Email Sent
Paynter	Jason	Jpaynter@cityofpa.us	Email Sent
Metcalf	Josh	joshua.metcalf@wasteconnections.com	Email Sent
Williamson	Josh	josh.williamson@mpcyak.com	Email Sent
LaPorte	Josh	josh.laporte@avistacorp.com	Email Sent
Howe	Jonathan	jonhowe@earthlink.net	Email Sent
Greninger	Jon	Jon.Greninger@snoco.org	Email Sent
Watts	Johnny	johnny.watts@wwcc.edu	Email Sent
Holum	John	johngolum@hotmail.com	Email Sent
Olivares	John	john.olivares@ironmountain.com	Email Sent
Lallas	John	john.lallas@mccain.com	Email Sent
Deese	Joey	joeyd@wcnx.org	Email Sent
Tjoelker	Jodi	jodi@honcoop.com	Email Sent
GUTHRIE	JOANTHA	joanthag@islandcountywa.gov	Email Sent
Sieverkropp	Joan	joanmelvin@co.grant.wa.us	Email Sent
Moikeha	Jared	JMoikeha@ultimaterb.com	Email Sent
Milnes	Jennifer	jmilnes@2-harvest.org	Email Sent
Bishop	Jim	jimbish51@yahoo.com	Email Sent
Schrock	Jim	jim@earthworksrecycling.com	Email Sent
Haskins	Jim	jhaskins@pyramidmaterials.com	Email Sent
Smith	Jeffrey	jeffsm@wcnx.org	Email Sent
Eis	Jeffrey	jeffrey.eis@nucor.com	Email Sent
Ecklund	Jack	JEcklund@cityofup.com	Email Sent
Collings	Jason	jcollings@grantcountywa.gov	Email Sent
Calder	Jack	jcalder@gpcoldstorage.com	Email Sent
Bush	Jennifer	jbush@goodnightinc.com	Email Sent
Bounds	John	jbounds2@oreillyauto.com	Email Sent
Lenz	Jason	jason@lenz-enterprises.com	Email Sent
Mcdonald	Jana	jana.mcdonald@na.crh.com	Email Sent
Allen	Jan	jan.a@impactbioenergy.com	Email Sent
Kirkham	James	James.Kirkham@lambweston.com	Email Sent
Essig	James	james.essig@gcinc.com	Email Sent
Koleber	Jackie	Jackie_koleber@pacific-steel.com	Email Sent
Lynch	Jack	jack@rpsincgc.com	Email Sent
Mccabe	M	info@jimsautomotiveincwa.com	Email Sent

Meyers	Brian	info@enviroprotective.com	Email Sent
Widjojo	Ishadi	info@computerrecyclingservice.com	Email Sent
Jongsma	Allen	info@agriplasinc.com	Email Sent
Larson	Leonard	horseshoeautowrecking@yahoo.com	Email Sent
Kindel	Steve	hkunderground05@aol.com	Email Sent
Hart	Jim	hartja@wsdot.wa.gov	Email Sent
Lanza	Gregg	gslwildwood@comcast.net	Email Sent
Place	George	gplace@oakharbor.org	Email Sent
Swint	Ginger	ginger.swint@snoco.org	Email Sent
Starkenburg	Alvin	GetCompost@gmail.com	Email Sent
Bell	George	gbell@ci.walla-walla.wa.us	Email Sent
Barklind	Gary	gary.barklind@shell.com	Email Sent
Sullivan	Garrett	garrett.sullivan@na.crh.com	Email Sent
Nash	Gynon	g.nash@islandcountywa.gov	Email Sent
Dick	Frank	frank.dick@cityofvancouver.us	Email Sent
Fragnito	John	fragnito@gmail.com	Email Sent
Fletcher	Mike	fletchl@msn.com	Email Sent
Demmon	Lisa	fiveguysenterprise@hotmail.com	Email Sent
Cooper	Faren	f_cooper@live.com	Email Sent
Leber	Joy	exec@swansonbark.com	Email Sent
Kunkel	Erin	erin.kunkel@martinmarietta.com	Email Sent
Howell	Eric	eric@earthfriendlyrecycling.net	Email Sent
Dunn	Tim	envcompliance@bestbuy.com	Email Sent
Brown	Emmett	emmettb@wcnx.org	Email Sent
Rollins	Michael	emerald towing@comcast.net	Email Sent
Jarzynska	Emilia	ejarzynska@aercycling.com	Email Sent
Tremaglio	Echo	echo.tremaglio@seattle.gov	Email Sent
Selland	Paul	eatonvillenapa@gmail.com	Email Sent
Christensen	Dylan	dylan.christensen@allbatterysalesandservice.com	Email Sent
Tibbets	Don	Dtibbets@republicservices.com	Email Sent
Gumm	Randy	drts@ifiber.tv	Email Sent
Pearson	Donna	dpearson@msn.com	Email Sent
Bullard	Janet	donnybullard@yahoo.com	Email Sent
Caton	Don	Don@catonlandfill.com	Email Sent
Zimmerman	Dominic	dominic_zimmerman@goodyear.com	Email Sent
Mcfarlane	Daniel	dmcfarlane@mcfarlansbark.com	Email Sent
Manes	Dennis	dmanes@republicservices.com	Email Sent
Coit	Robert	director@thurstoncountyfoodbank.org	Email Sent
Wulf	Diane	diane.wulf@us.af.mil	Email Sent
Hall	David	dhconstruction@live.com	Email Sent
Geiger	Deb	dgeiger@SpokaneCounty.org	Email Sent
Faldborg	Debbie	dfaldbor@wm.com	Email Sent

Kirk	Allan	dewhillhomes@hotmail.com	Email Sent
Sanchez	David	davids@svdpseattle.org	Email Sent
Patterson	Dave	davep@wcnx.org	Email Sent
Lewis	Dave	davel@gravelpits.com	Email Sent
Ketrenos	David	davek@kleenblast.com	Email Sent
Ambur	David	dave@cwrrecycling.com	Email Sent
Stanley	David	dave@bainbridgedisposal.com	Email Sent
Nails	David	dave.nails@co.whitman.wa.us	Email Sent
Webb	Daryn	darynwebb@comcast.net	Email Sent
Maas	Daryl	daryl@farmpower.com	Email Sent
BULLARD	DARYL	daryl.bullard@yakimawa.gov	Email Sent
Cahoon	Darren	darrenc@tapani.com	Email Sent
Tjoelker	Darren	darren@honcoop.com	Email Sent
Putnam	Darlene	darlene.putnam@npiusa.com	Email Sent
Thompson	Dan	dan@zrecyclers.com	Email Sent
Mcauliffe	Dan	dan@unitedrecyclingco.com	Email Sent
Cox	Dan	dan.cox@miles.rocks	Email Sent
Carlstad	Don	dacarlstad@doc1.wa.gov	Email Sent
Worley	Carl	cworley@quincywashington.us	Email Sent
Kuntz	Cory	corykuntz@hamptonlumber.com	Email Sent
Felsted	Devon	contact@pullmandisposal.com	Email Sent
Hoyt	Coleman	coleman.hoyt@lehighhanson.com	Email Sent
Johnson	Christine	cjohnson@co.douglas.wa.us	Email Sent
Ahn	Chul	chul@warecyclingcompany.com	Email Sent
Christian	Michael	christianstore@hotmail.com	Email Sent
Peet	Chris	ChrisP@wcnx.org	Email Sent
Durfey			
Campbell	Chelsea	chelsea@naturalselectionfarms.com	Email Sent
Solis	Cesar	cesar.solis@gapac.com	Email Sent
Hernandez	Frank	centralsalvage601@hotmail.com	Email Sent
Blake	Casey	casey@blakeinc.net	Email Sent
Wilson	Dave	carol@ttaro.net	Email Sent
Bennington	Carmen	carmene@wcnx.org	Email Sent
Beach	Carl	carlb@travispattern.com	Email Sent
Franssen	Carl	carl@jetcityequipment.com	Email Sent
Belkoff	Caleigh	caleigh.belkoff@gapac.com	Email Sent
Lee	Soo	c1metals@gmail.com	Email Sent
Beeler	Larry	busybeeranch@yahoo.com	Email Sent
Burden	Keith	burden4@msn.com	Email Sent
Sherbahn	Brian	bsherbahn@gmail.com	Email Sent
Moody	Brian	brian@unitedrecyclingco.com	Email Sent
Owen	Brett	brett.owen@shawinc.com	Email Sent
Cowden	Brent	brent@cowdeninc.com	Email Sent

Dhoore	Brent	brent.dhoore@kingcounty.gov	Email Sent
Bremmer	David	bremmerconstruction@msn.com	Email Sent
McKenney	Brandon	brandon.krminc@gmail.com	Email Sent
Piepel	Becci	bpiepel@co.douglas.wa.us	Email Sent
Nakaoka	Bryce	bnakaoka@strategicmaterials.com	Email Sent
Richards	Joel	blochsteel@aol.com	Email Sent
Bley	Stephen	bleys@cleanharbors.com	Email Sent
Leno	Brandon	bleno@wallawallawa.gov	Email Sent
Blegen	Robert	blegenr@wsdot.wa.gov	Email Sent
Wall	Diana	blacklakelandscapesupplies@gmail.com	Email Sent
	WILLIAM		
OAKES	"Bill"	BillO@islandcountywa.gov	Email Sent
Graham	Bryan	bgraham@schn.com	Email Sent
Cushman	Betsy	betsy@methowrecycles.org	Email Sent
Holscher	Ben	benh@hhwoodrecyclers.com	Email Sent
Barlow	Brian	barlowautoparts@gmail.com	Email Sent
Bailey	Don	baileycompost@gmail.com	Email Sent
Morgan	Averie	averiem@klickitatcounty.org	Email Sent
Sidell	Alan	asidell@seairon.com	Email Sent
Asbury	Keith	asburytopsoil@gmail.com	Email Sent
Cabana	Amanda	aruddell52@gmail.com	Email Sent
Rebmann	Aaron	arebmann@wm.com	Email Sent
Acheson	Steve	applianceclinic@comcast.net	Email Sent
Schmale	Annette	annette.schmale@walmart.com	Email Sent
Moran	Anna	anna.moran@usw.salvationarmy.org	Email Sent
Lee	Angela	angie@rustyrackguys.com	Email Sent
McKinney	Angel	angelm@peninsulaservices.org	Email Sent
Ryssel	Andy	andy@riversidesandgravel.com	Email Sent
Holdren	Andrea	andrea@tobysbattery.com	Email Sent
Warren	Jason	americannorthwest@gmail.com	Email Sent
Hubbert	Amanda	amanda@tiresincwa.com	Email Sent
L	Lester	allbest4u2@comcast.net	Email Sent
Bacon	Alisa	alisa@tiredisposal-recycling.com	Email Sent
Cords	Alice	alice.cords@pscnw.com	Email Sent
Gallagher	Aislin	aislin.s.gallagher.ctr@mail.mil	Email Sent
Griesemer	Amanda	agriesemer@pendoreille.org	Email Sent
Gallardo	Angela	agallard@co.kitsap.wa.us	Email Sent
Brizendine	Adam	adamb@sellandconstruction.com	Email Sent
Crabtree	Brandon	a.b.rockinc@gmail.com	Email Sent
Zigler	Ruthann	77Recyclings@gmail.com	Email Sent
Wolk	Nathan	wolknathanie@seattleu.edu	Email Opened
Wilson	Ron	wolfkillyard@live.com	Email Opened
Koerper	Dustin	whiteyswrecking@comcast.net	Email Opened

Baker	Eldon	whidbeystopsoil@yahoo.com	Email Opened
Merrill	Shane	w006mgr3@costco.com	Email Opened
Hegbloom	Vanner	vanner.hegbloom@kniferiver.com	Email Opened
Miller	Tyler	tyler@dirthugger.com	Email Opened
London	Jim	twincitymetals@frontier.com	Email Opened
Lejeune	Josh	ttucci@tucciandsons.com	Email Opened
Sterling	Traci	traci@sterlingbattery.com	Email Opened
Lautenbach	Torrey	torrey@lautenbachrecycling.com	Email Opened
MacFarlane	Tanya	tmacfarlane@bellevuewa.gov	Email Opened
Cooley	Terry	theautoboneyard@gmail.com	Email Opened
Hitzel	Steven	steven.hitzel@gcinc.com	Email Opened
MARTIN	STEVE	steve.martin@columbiapulp.com	Email Opened
Brum	Steve	sbrum@recology.com	Email Opened
Kim	Sam	sam@e-wastes.com	Email Opened
Ahmann	Steven	sahmann@pacificpowerbatteries.com	Email Opened
Short	Roger	rshort42@gmail.com	Email Opened
Jones	Ron	rjones@ci.olympia.wa.us	Email Opened
Gardner	Richard	rgardjr@greenacresgypsum.com	Email Opened
Jones	Earl	reuse3jones@gmail.com	Email Opened
Bennink	David	re-use@comcast.net	Email Opened
Recycling	Staples	recycling@staples.com	Email Opened
Peters	John	rdp.peters@gmail.com	Email Opened
Thompson	Richard	rathompson1@doc1.wa.gov	Email Opened
Probst	Randy	randy.probst@gcrtires.com	Email Opened
Schroeder	Pete	pschroeder@watsonasphalt.com	Email Opened
Moe	Pete	pete@exchangeorcas.org	Email Opened
GIBSON	PAUL	PaulGibson@packagingcorp.com	Email Opened
McMurtry	Patrick	patrickm@metrometalsnw.com	Email Opened
Nicholson	Evelyn	normansounddisp@aol.com	Email Opened
Naslund	James	naslunddisposal@gmail.com	Email Opened
Sheldon	Mike	msheldon@dtgrecycle.com	Email Opened
Katz	Marissa	Mkatz@farwestrecycling.com	Email Opened
Franssen	Mike	mike@jetcityequipment.com	Email Opened
Sheldon	Mike	mike@dtgrecycle.com	Email Opened
Debacker	Gig	mgr248@batteriesplus.net	Email Opened
Schweizer	Adrienne	mdtdisposal@gmail.com	Email Opened
Davis	Marc	mdavis35@wm.com	Email Opened
Botello	Mark	mbotello@entiatwa.us	Email Opened
Bartee	Mark	mbartee@schn.com	Email Opened
Peterson	Matt	matt@columbia-fruit.com	Email Opened
Torre	Marc	marct@sunshinedisposal.com	Email Opened
Geiger	Christina	lynnwoodrecycling@hotmail.com	Email Opened
Stark	Marty	lucio_larios@yahoo.com	Email Opened

Lavelle	Mike	lstiremike@comcast.net	Email Opened
Gabor	Linda	lgabor@call2recycle.org	Email Opened
Wolfe	Bud	lesterwolfe@hotmail.com	Email Opened
Rogers	Lee	lee@woodlandindustries.net	Email Opened
Johnson	Steve	lazyjtreefarm@msn.com	Email Opened
Johnson	Laura	laura@actionmaterials.net	Email Opened
Sisson	Kyler	ksisson@rainierplastics.com	Email Opened
Ramirez	Efraim	kitsaptopsoil@gmail.com	Email Opened
SUCHAN	KARMA	karma.suchan@co.yakima.wa.us	Email Opened
Deal	Karen	karen.deal@lakesideindustries.com	Email Opened
Willis	Joseph	jwillis@wcrecycling.com	Email Opened
McCoy	Julie	julie@911GlassRescue.org	Email Opened
Hibma	Joyce	joyce.bulldog@yahoo.com	Email Opened
Girod	Josh	josh@ehrecycling.com	Email Opened
Van Nieuwenhuyz en	Jon	jon@werkhovendairy.com	Email Opened
Moerke	John	johnmoerke@localaccess.com	Email Opened
Lawrence	John	john@lawrenceenterprises.com	Email Opened
Wells	Jim	jlw4@comcast.net	Email Opened
Kennedy	Joan	jkennedy@savers.com	Email Opened
Burnett	Jim	jim@ironmt.net	Email Opened
Troxell	Jim	jim.troxell@autowrecking.com	Email Opened
Hoxsey	Jane	JHOXSEY@msn.com	Email Opened
Weber	Jeff	jeff@webers.net	Email Opened
White	Jeff	jeff@urbanaccessories.com	Email Opened
West	Jeff	jeff@olympicorganics.net	Email Opened
Blais	Jimmy	jblais@gmccinc.com	Email Opened
Storedahl	Jason	jason@storedahl.com	Email Opened
Messmer	Jason	jason@nwrock.com	Email Opened
Kennedy	James	james.kennedy@stericycle.com	Email Opened
Booth	Emmett	Ironsidesgrinding@gmail.com	Email Opened
Green	Brian	info@mayflowermetals.com	Email Opened
Koozer	Howard	hiqent@fontier.com	Email Opened
Brantley	Holly	hbrantley@southsoundsteel.com	Email Opened
Marshall	Gregg	gregg@tacomametals.com	Email Opened
Johnson	Gerald	gerald@tcbauto.com	Email Opened
Hayden	Gary	garyhayden@atlaspullman.com	Email Opened
Berthelson	Steve	fullcontainerrecovery@hotmail.com	Email Opened
Finch	Rick	finchr@wsu.edu	Email Opened
Allen	Darla	enviro-tire@montanasky.com	Email Opened
Hamlin	Debra	envgen@bfrc.com	Email Opened
Keogh	Eric	ekeogh@wm.com	Email Opened

McCullough	Jesse	ehs@totalreclaim.com	Email Opened
Reyes	Efrain	efrain.reyes@stemilt.com	Email Opened
Iddings	Earl	earl.iddings@gmail.com	Email Opened
Schmitt	Andrew	DWAS2010@gmail.com	Email Opened
Vermillion	Doug	dvermill@wm.com	Email Opened
Burke	Dan	dburke@wm.com	Email Opened
Bill	David	dbill@rockisland.com	Email Opened
Ellis	David	david.d.e@comcast.net	Email Opened
Claugus	Dave	daveclaugus@pioneerrs.com	Email Opened
Waldron	Daniel	daniel.waldron@lafarge-na.com	Email Opened
Rueda	Cynthia	Cynthia@compostproducts.com	Email Opened
Dickson	Craig	craig@dicksonmetals.com	Email Opened
	Christophe		
Teske	r	christopher.teske@stericycle.com	Email Opened
Sutter	Chad	Chad@suttermetals.com	Email Opened
Averyt	Chris	caveryt@spokanecity.org	Email Opened
White	Caleb	caleb@spshabitat.org	Email Opened
Pepper	Robert	bobp@udsx.info	Email Opened
McAlexander	William	bmcalexander@batterysystems.net	Email Opened
Dykstra	Andrew	asdykstra@aol.com	Email Opened
Erickson	Andrew	andrew.erickson@simplot.com	Email Opened
Mains	Arthur	amains@republicservices.com	Email Opened
Bynum	Randy	altopsoil@hotmail.com	Email Opened
Ludwig	Jennifer	accounting@3rtechnology.com	Email Opened
Gagnon	Brent	wwr@olyphen.com	Email Hard Bounce
Noonan	Will	will.noonan@cityofwashougal.us	Email Hard Bounce
Kondratyuk	Vladimir	vladimir.v.kondratyuk@supervalu.com	Email Hard Bounce
Brown	Vern	vern@ecrrecycling.com	Email Hard Bounce
Simmons	Bettie	twocarhaulers@netzero.com	Email Hard Bounce
Olson	Trudy	tolson@ci.seatac.wa.us	Email Hard Bounce
McCabe	Tom	tmccabe@cityofpa.us	Email Hard Bounce
Davison	Tim	tim@dwri.net	Email Hard Bounce
Boatman	Tom	TBoatman@co.jefferson.wa.us	Email Hard Bounce
Smith	Tim	tacmgr@sutta.com	Email Hard Bounce
Glucoft	Steve	steveg@calbag.com	Email Hard Bounce
Ball	Steve	steve_ball@pacific-recycling.com	Email Hard Bounce
Johnson	Steve	steve@svinc.net	Email Hard Bounce
Breen	Rosie	sterling@sterlingbreencrushing.com	Email Hard Bounce
McKenzie	Sally	smckenzie@co.franklin.wa.us	Email Hard Bounce
Clark	Steve	sclark9962@yahoo.com	Email Hard Bounce
Barden	Scott	sbarden@wm.com	Email Hard Bounce
Saunders	Clint	saundersc@cintas.com	Email Hard Bounce
Taylor	Russ	russ_taylor@pacific-steel.com	Email Hard Bounce

SLADE	ROSCOE	roscoe@westrichland.org	Email Hard Bounce
Pemble	Rodd	rodd@ssc-inc.com	Email Hard Bounce
Ringen	Pete	ringenp@co.wahkiakum.wa.us	Email Hard Bounce
Henry	Robert	rhenry@collville.wa.us	Email Hard Bounce
Deacon	Mike	ralstob@co.thurston.wa.us	Email Hard Bounce
Chvatal	Phil	philc@batteryexchange.com	Email Hard Bounce
Devine	Paul	pauldevine@msn.com	Email Hard Bounce
Mortensen	Paul	paul@bradytrucking.com	Email Hard Bounce
Shallow	Paul	paul.shallow@kingcounty.gov	Email Hard Bounce
Clerget	Pat	patc@ci.sumner.wa.us	Email Hard Bounce
Liska	Pamela	pam@shamrockpaving.us	Email Hard Bounce
Olson	Don	olsond@co.cowlitz.wa.us	Email Hard Bounce
Dietrich	Charlie	office@basindisposal.com	Email Hard Bounce
Toum	Nahvi	nahvi@acemetalco.com	Email Hard Bounce
Sadler	Mark	msadler@everettwa.gov	Email Hard Bounce
Lewis	Mark	mlewis@ci.tacoma.wa.us	Email Hard Bounce
Kempf	Marla	mkempf@portofedmonds.org	Email Hard Bounce
Bronson	Mark	mjbronson@co.lewis.wa.us	Email Hard Bounce
McGarvey	Mike	mikemc@goodwillwa.org	Email Hard Bounce
Beem	Mike	mikeb@pipkininc.com	Email Hard Bounce
Lackman	Michelle	michellel@emeraldncw.com	Email Hard Bounce
Gorman	Monica	mgorman@co.thurston.wa.us	Email Hard Bounce
Dorsey	Mark	mdorsey@cityofportorchard.us	Email Hard Bounce
Herrenkohl	Mark	markh@sanjuanco.com	Email Hard Bounce
Leone	Marje	marjl@re-store.org	Email Hard Bounce
Surdyk	Leon	lsurdyk@cemexusa.com	Email Hard Bounce
Thomas	Lisa	lisathomas@thomco.us	Email Hard Bounce
Kruger	Derick	leah@buffaloexportltd.com	Email Hard Bounce
Asplund	Lindsey	laspelund@co.clallam.wa.us	Email Hard Bounce
Van Dyk	Landon	landon@vandyk.com	Email Hard Bounce
Long	Cory	kisbelle@juddblack.net	Email Hard Bounce
Davies	Ken	kendavies@ci.puyallup.wa.us	Email Hard Bounce
Currier	David	kawinc@qwestoffice.net	Email Hard Bounce
Franklin	Jonathan	jonathan.franklin@ga.wa.gov	Email Hard Bounce
Carpenter	John	john.carpenter@emeraldncw.com	Email Hard Bounce
Kantu	Jean	jkantu@nwcenter.org	Email Hard Bounce
Mansfield	Jim	jim.mansfield@clark.wa.gov	Email Hard Bounce
Hayden	Jennifer	jhayden@contactpsc.com	Email Hard Bounce
Hauth	Jerry	JHauth@co.mason.wa.us	Email Hard Bounce
Twidwell	Jerry	jerrys@hctc.com	Email Hard Bounce
Richardson	Jerri	jerri@rubatino.com	Email Hard Bounce
Abba	Jeannie	jeannie-sag@comcast.net	Email Hard Bounce
Dimmick	Jeanine	jeanine@palletservices.com	Email Hard Bounce

Gustafson	Jim	james.gustafson@co.snohomish.wa.us	Email Hard Bounce
Gellatly	David	info@candorecyclinganddisposal.com	Email Hard Bounce
Roholt	Ian	ianr@orrc.co.biz	Email Hard Bounce
Thornton	Hannah	hthornton@wm.com	Email Hard Bounce
Estes	Chuck	holroydcc@comcast.net	Email Hard Bounce
Freilich	Helen	hfreilic@cityofpa.us	Email Hard Bounce
Hepburn	Charles	hepburn@gemsi.com	Email Hard Bounce
Salzer	Jerrold	hazwaste@techline.com	Email Hard Bounce
Kato	Gary	gkato@cityoftacoma.org	Email Hard Bounce
Deruyter	Dan	gdrdairy@bentonrea.com	Email Hard Bounce
Dart	Glenn	gdart@arecycling.com	Email Hard Bounce
Rising	Susan	email@wastenot-recycle.com	Email Hard Bounce
Anderson	Elizabeth	elizabetha@sanjuanico.com	Email Hard Bounce
Smith	Richard	e.shanin@usagain.com	Email Hard Bounce
WINANS	DARRELL	dwinans@gigharborwa.gov	Email Hard Bounce
Moore	Jim	dumorre recycling@aol.com	Email Hard Bounce
Cratsenberg	Drew	drewc@gmccinc.com	Email Hard Bounce
Jensen	David	djensen@wallawallawa.us	Email Hard Bounce
Redmon	Laura	divinecorp94@yahoo.com	Email Hard Bounce
Morr Jr	Dennis	dennis-morr@transalta.com	Email Hard Bounce
Konen	David	dcochran@koncreteindustries.com	Email Hard Bounce
Betz	Dallas	dbetz@reuseworks.org	Email Hard Bounce
Bates	Dennis	dbates@co.jefferson.wa.us	Email Hard Bounce
Mcmullen	Chris	cmcmullen@cityofhoquiam.com	Email Hard Bounce
Jung	Clara	clara@ewastecenter.com	Email Hard Bounce
Gleason	Chuck	chuck@calbag.com	Email Hard Bounce
Gochanour	Christie	christie@rebecenvironmental.com	Email Hard Bounce
Helbacka	Chris	chelbacka@paciron.com	Email Hard Bounce
Johnson	Chad	chadj@cgcompost.com	Email Hard Bounce
Gallagher	Charlene	cgallagh@cityoftacoma.org	Email Hard Bounce
Chesson	Chris	cchesson@everettwa.gov	Email Hard Bounce
Dolmseth	Daniel	cascaderecycling@yahoo.com	Email Hard Bounce
Reasor	Mike	cannonhill@icehouse.net	Email Hard Bounce
Currier	Chris	c.currier@co.island.wa.us	Email Hard Bounce
Murphy	Brent	brent@interstatebattery.biz	Email Hard Bounce
Hoffman	Bob	bobhoffman@pacific-steel.com	Email Hard Bounce
Beyer	Charles	beyerc@wahkiakum.wa.us	Email Hard Bounce
Pettyjohn	Craig	bcpmcwr@aol.com	Email Hard Bounce
Wiley	Aimee	aimeew@sqpbiodiesel.com	Email Hard Bounce
Rasco	Peter	admin@soundrecycling.com	Email Hard Bounce
Vega	Aaron	aaron.vega@ikea.com	Email Hard Bounce
Schutt	Thad	ThadS@WintonMFG.com	Email Blocked
Email	Failed	2	Email Failed

