

**WASTE EQUIPMENT TECHNOLOGY ASSOCIATION  
PRODUCT PRODUCTION STATISTICS  
(PProdS) PROGRAM SPECIFICATIONS**

**Effective Date: 10/29/2004**

**Authorities:**

The Product Production (PProdS) Statistics Program shall be a service provided to members under the direction and authority of the Board of Governors of the Waste Equipment Technology Association (WASTEC or the Association) of the Environmental Industry Associations (EIA or the Corporation). The Corporation has entered into an agreement with a Third Party Administrator (Bond Beebe CPAs) to act as the provider of administrative and reporting services. The Association's Board of Governors and staff shall consult closely with the members who participate in the program regarding both technical and administrative aspects through a Market Statistics Project Working Group (the PWG). The PWG will establish a select committee representative of the participants to provide continuing consultation regarding day-to-day issues.

**Eligibility:**

Only members whose dues are paid in full for the current fiscal year shall be eligible to participate in the program. Failure to adhere to the requirements of the program will subject a member's eligibility to review by the PWG and the Board of Governors.

A company with multiple subsidiaries may choose to report data for all subsidiaries (there may be a separate report made for each subsidiary, or a single combined report, at the company's option) through a single Point of Contact (POC).

Note that to be eligible for reporting multiple subsidiaries under a single point of contact, a company must be assessed and have paid dues based upon the combined revenues of all subsidiaries.

**Market Area Covered:**

Invoiced shipments from production facilities, regardless of place of origin. The database will encompass the North American Domestic (NAD) market which includes the United States (broken out by four Regions: Northeast, Southeast, Northwest and Southwest), Canada and Mexico, and Exports to all other areas from production facilities in the NAD area.

If an order has been booked, but not shipped, or shipped for later billing, it will be counted in the first reporting period for which **both** conditions (shipped and billed) have been met.

**Program Development:**

The Program is undergoing continuous development:

Beginning with the last quarter of the year 2000, after review and approval by the Market Statistics PWG, subject to review by the WASTEC Board of Governors, reports on certain product line details **may** be made available to other members of the Association. Recommendations regarding additional reporting, and customization of specifications for individuals product lines shall be developed by the individual Project Working Group which covers that category and submitted as a proposal for the review of the Market Statistics PWG. ***Beginning with the fourth quarter, 2000 subcategory summary data will be shared with other WASTEC member manufacturers who meet the Data Sharing Program Criteria.***

In no event will any product line information be made available to a company that is eligible to participate as defined under these specifications, but does not contribute data on all of their eligible products. Participants

who violate this confidentiality rule or any other program requirement will have their eligibility subject to review by the Board of Governors.

**Report Format:**

Report forms will be prepared by the program administrator for collection of data in product lines covered in Appendix A, and shall distribute them to participating members in a timely fashion. Participating members are required to: 1) provide a single point of contact (POC) who will correspond with the service provider (the Bond Beebe company); 2) maintain a data trail for information submitted; 3) submit reports in a timely manner; 4) report for all product lines covered in the program which that member manufactures. Product category total reports and indexed summary reports will be prepared as outlined in the Table in Appendix C. To the extent possible without breaching confidentiality, reports on U.S. Production activity will be reported by region, with state groupings as in Appendix B.

New companies entering the program are required to submit back data in order to maintain the integrity of the report. The previous four quarters of back data must be submitted by the new participant, or the participating company must wait until it has submitted four quarters' data before it will receive product line reports. If a company has fewer than four quarter's production, it must wait until it has submitted four quarters of data before receiving product line reports. Existing participants who add a product line to their production must wait four quarters before receiving reports for that product, unless they sign a waiver of confidentiality.

New product lines may be added to the program at any time, contingent upon commitments of the requisite number of companies to participate and submit any required data. Participants will be required, on a one-time basis with the first quarter reported, to submit product literature of other documentation for each product line reported.

**Frequency:**

With the exception of Mobile Equipment (except Transfer Trailers and Roll-Off Vehicles), surveys will be conducted quarterly, with reports issued by the end of the month following the end of the reporting period. Information would be required and reports would be generated quarterly. Participating members are required to submit data within 30 days after the close of the quarter by priority mail, fax, or electronically. Reports will be compiled and generated by the Administrator within 15 days from receipt of the data; this 45-day total turn around is anticipated to generate the report after the end of each quarter. Data will be obtained from a single point of contact (POC) at each participating company. The POC will be responsible for the accuracy of the data and dissemination of reports within their company.

Surveys for Mobile Equipment (except Transfer Trailers and Roll-Off Vehicles) will be conducted monthly, with reports issued by the end of the month following the end of the reporting period. Information would be required and reports would be generated quarterly. Participating members are required to submit data within 15 days after the close of the month electronically. Reports will be compiled and generated by the Administrator within business 15 days from receipt of the last data submission; this total turn around is anticipated to generate the report prior to the next monthly submission. Data will be obtained from a single point of contact (POC) at each participating company. The POC will be responsible for the accuracy of the data and dissemination of reports within their company.

If a company is late in reporting data, the Administrator shall make reasonable efforts, beginning 25 days after the end of the quarter, to ensure that the participating company reports data. Should the company fail to submit data, the report shall be issued without that company's data included. If the company later submits data, an amended report shall be subsequently issued. A company that is late in submitting data shall not receive any report until it becomes current in its reporting.

**Confidentiality:**

Confidentiality is a paramount concern. A minimum number of four manufacturers are required to provide data in each product line (or a higher number that may be specified for a particular product line). If this minimum number is not achieved, then the report shall not be issued for that product line, unless all companies participating in that product line give a waiver to the Administrator. If waivers are not given, a report showing only the percentage change from the base quarter will be issued.

The Administrator shall recommend procedures to the PWG for the introduction of data from new participants, or removal of old participants, as well as treatment of significant manufacturers' data, such that the reporting methodology does not compromise an individual company's confidentiality.

Data reports will not be retained by the Administrator beyond the subsequent quarter, which will allow for error analysis and correction by the Administrator. The database administrator will destroy hard copies of data forms 45 days after receipt. Only total aggregated data in each product line will be retained for historical trend analysis and reports.

The Association shall not have access to any raw data nor to any reports not specifically authorized by the PWG. The Association shall not maintain any records of statistical reports or data and shall not publish, market, sell or divulge any information derived from the market statistics program, except as specifically authorized by the PWG. The program exists under the authority delegated to the PWG by the Association's Board of Governors, which retains ultimate authority over all matters related to the Market Statistics Program.

***The product line reports generated by this program are for the exclusive, confidential use of the participant, including in discussions with its investment bankers and insurers. In no event will any information be made available to a company that is eligible to be a participant as defined under the Program specifications. Participants who violate this confidentiality rule or any other program requirement will have their eligibility subject to review by the Board of Governors.***

**Shared Data:**

Other members of WASTECC, who are not eligible to participate in the PProdS program, may receive aggregate data for the product categories and sub-categories specified in Appendix B. They must meet **ALL** of the following criteria: 1) the member has been a continuous members in good standing for both the current year and the prior year; 2) the member submits has submitted data to the WASTECC Market Activity Index Program for at least the previous two quarters; 3) the member participates in **ALL** WASTECC Market Statistics Programs for which it is eligible; and 4) the member signs a Confidentiality Agreement regarding not releasing the data obtained in the PProdS reports to anyone outside the member's business.

**Funding:**

Funding from the program is provided from the general budget of WASTECC, as developed by the Board of Governors and approved by the EIA Board of Trustees. The Governors retain the authority to revise budgets and funding commitments as may be in the best interests of the Association.

## APPENDIX A

### PRODUCT LINES INCLUDED IN THE PProdS STATISTICS PROGRAM

#### **Product Lines:**

Product lines will be reported separately for each of the three NAD market countries (i.e. United States, Canada and Mexico) and Exports to all other countries. (Key: **Category**, Sub-Category, *Product Line*).

**Export Kits:** are defined as:

Equipment, generally fitting an existing PProdS product line, that is significantly incomplete, and requires another manufacturer to input significant production or assembly costs in order to complete the items supplied in the "kit" into a completed production unit for delivery to the customer.

#### **CATEGORY 1. MOBILE EQUIPMENT**

##### Front Loaders (capacity includes charging plus storage area)

- 20-30 cubic yards
- 31-35 cubic yards
- >35 cubic yards

##### Rear Loaders (capacity excludes the hopper )

- Units under 10 cubic yards
- 10 -16 cubic yards
- 17-20 cubic yards
- >20 cubic yards
- Tailgate Kits

##### Side Loaders

- Units under 10 cubic yards
- Manual loaded (including cart dumpers), with straight frame chassis
- Manual loaded (including cart dumpers), with drop frame chassis
- Automated, with straight frame chassis
- Automated, with drop frame chassis

##### Multi-compartment Units

- Trailers
- Manual Load Straight Truck
  - Rear Dump
  - Side Dump
- Mechanically Loaded Under 25 Cubic Yards
  - Multi-compaction units
  - Combo Compacting/non-compacting
  - Non-compacting
- Mechanically Loaded  $\geq$  25 Cubic Yards
  - Multi-compaction units
  - Combo Compacting/non-compacting
  - Non-compacting
- Multi-purpose (solid waste and recyclables)
  - Combo Compacting/non-compacting
  - Multi-compact

### Transfer Trailers

- *Steel*
  - *Moving floor*
  - *Ejection*
- *Aluminum*
  - *Moving floor*
  - *Ejection*

### Roll-offs

- *Roll-Off Hoist - Truck Mounted - All Capacities*
  - *Cable - Type "U"*
  - *Dead Lift - Type "H"*
  - *Bail Station - Type "I"*
- *Roll-Off Hoist - Trailer Mounted - All Capacities*
  - *Cable - Type "U"*
  - *Dead Lift - Type "H"*
  - *Bail Station - Type "I"*
- *Roll-Off Hoist - Hook-Lift - Includes all Type "L"*
  - *<10,000 lbs*
  - *≥10,000 and < 20,000 lbs lift capacity*
  - *≥20,000 and <35,000 lbs lift capacity*
  - *≥35,000 lbs lift capacity*

## **CATEGORY 2. BALERS**

### Vertical Units

- *As a single class*

### Horizontal Units

- *Open end*
- *Closed end*
- *2-rams*

## **CATEGORY 3. COMPACTORS (*Capacities are measured by the WASTEC method*)**

### Stationary Units

- *< 3.0 Cubic yards base size*
- *≥ 3.0 but less than 5.5 Cubic yards*
- *≥ 5.5 Cubic yards*

### Self Contained Units

- *As a single class*

### Vertical Units

- *As a single class*

#### **CATEGORY 4. CART SYSTEMS\***

- 30 - 49 Gallons
- 50 - 79 Gallons
- 80 - 110 Gallons

**\* Includes both units and Billable sales, net of freight in this category only**

#### **CATEGORY 5. CONTAINERS**

##### Intermodal Waste Containers

- All types

##### Roll-off and Hoist Type (Hook Lift) Containers\*

- Closed Top
  - Compaction Containers
  - Storage Containers
  - Recycling Containers
- Open Top
  - 20 cubic yards or less capacity
  - Over 20 but less than 40 cubic yards capacity
  - 40 cubic yards and over capacity

##### Front Loader Containers\*

- 4 cubic yards or less capacity
- Over 4 cubic yards capacity
- Recycling containers

##### Rear Loader Containers\*

- 3 cubic yards and less capacity
- Over 3 cubic yards capacity

##### Side Loader Containers

- All Types

**\* Note: Self-contained compaction/container units are to be reported under the stationary compactor category. Only detachable containers are to be reported under category V.**

#### **CATEGORY 6. CART LIFTERS/TIPPERS**

##### Mobile Cart Lifters/Tippers

- Rear loader lifters
- Side loader lifters
- Front loader lifters

##### Stationary loader lifters

- All types

**APPENDIX B**

**STATE AND REGIONAL GROUPINGS FOR  
REPORTING OF PRODUCTION ACTIVITY**

<b>Region</b>	<b>States In The Region</b>
<b>1. Northeast</b>	Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont
<b>2. Southeast</b>	District of Columbia, Kentucky, West Virginia, Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia
<b>3. Midwest</b>	Illinois, Indiana, Michigan, Ohio, Wisconsin, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota
<b>4. West</b>	Colorado, Montana, New Mexico, Oklahoma, Texas, Wyoming, Arizona, Idaho, Nevada, Utah
<b>5. Pacific</b>	Alaska, California, Hawaii, Oregon, Washington
<b>6 Canada</b>	All provinces
<b>7 Mexico</b>	All states
<b>8 Export</b>	All countries other than the NAD area in Regions 1 through 6

**APPENDIX C**  
**REPORTING TABLE**

<i>Recipient</i>	<b>Category Reports</b>		<b>Sub-Category Reports</b>		<b>Product Line Reports</b>	
	<i>Actual</i>	<i>Index</i>	<i>Actual</i>	<i>Index</i>	<i>Actual</i>	<i>Index</i>
<b>Participants</b>	X	X	X	X	X	(Only in case of dominance)
<b>Manufacturing Members (non-eligible) which qualify for Data Sharing</b>	X	X	X	X*		
<b>Other Members (non-eligible)</b>	As determined by PWG for the Category	X	As determined by PWG for the Category	X*		
<b>Eligible, but Non-Participant Member</b>		X				
<b>WASTEC</b>	X	X	X	X*		
<b>Publishable</b>		X				

*Actual* = Total of all production within a Product line, Sub-category (aggregate of product lines) or Category (aggregate of sub-categories).

*Index* = Relative change from the base quarter in each product line, sub-category or category (base quarter = 1.00).

\* If a product sub-category has only a single product line, then reporting will only be at the category level only (such as in Vertical Compactors), and then only as determined by the PWG for that Category of equipment.