



Family Owned Since 1971



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Re: New Yard Waste Dumping Guidelines

We are aware that there has been some concern regarding our new dumping fees. As our valued customers, we wanted to be open and honest with you concerning these changes and the reasons they were implemented.

- 1) Our parent company, Barborton Tree Service, produces more material than we are able to sell.
- 2) The property here only has so much space available for dumping, and we are limited to using that space in such a way that conforms to EPA requirements. These guidelines also limit the height of our piles for safety reasons such as preventing overheating and fires.
- 3) Our tub grinder is currently 25 years old. We have been making repairs to keep it running, but a new machine will need to be purchased in the near future. The cost of a new machine is approximately \$1,000,000.
- 4) We spend \$15,000 per year (\$6/yard) hauling away material that has been dumped at our site and does not follow our guidelines. Items such as railroad ties, painted or treated wood, plywood, furniture and other garbage are regularly found in our waste piles.
- 5) In addition to the garbage that is left behind and found by our crew, there are also tools, steel, concrete and other items that are sometimes lost within the brush piles. These items make their way into our tub grinder and cause approximately \$20,000 per year in damages. The machine is only designed to grind wood, so other materials cause very serious damage when they are ground. Repairs to the machine also prevent it from running, and when the machine isn't running, we are not able to make product. So in addition to the repair costs themselves, there are additional costs associated when we are unable to produce material as well.
- 6) We do have many customers who use our site only for dumping, but do not purchase any products. Purchasing products not only helps us control our costs, but it helps us maintain a balance of materials that are in the yard as well. Our business was not designed to be a dump site. We simply do not have the space to collect unlimited amounts of debris. Mulch Makers was incorporated as a way to recycle the material brought in from our parent company, Barborton Tree Service. We allow the dumping of yard waste as a convenience to our customers, but we do have to set guidelines and limits to maintain control of our yard.
- 7) Even with our new guidelines in place, we still have some of the lowest rates for dumping yard waste.
- 8) In addition, we are also able to offer lower prices on our mulch and topsoil than any other companies in the area offering comparable products.
- 9) Lastly, we need to stay profitable in order to remain in business.

We truly appreciate our customers and strive to offer quality products and services at a great value. There is a lot of thought, time, and money that goes into "making a tree all it can be", and we hope you can now understand more about what goes on behind the scenes and why we had to make the tough decision to apply these changes. We thank you for your understanding, and for your business.

-Keith Luck, President

Barborton Tree Service & Mulch Makers of Ohio, Inc.