

CASE STUDY

Technology Recyclers

Built on Trust. Designed to Grow.

How a trusted regional leader in Indiana expanded its capabilities through Dynamic's EPR partnership.



5+ Years

Trusted Partnership

65%

of State of Indiana Program
Volume Supported and managed
through partnership

THE CHALLENGE

Meeting New Expectations Without Losing Regional Strength

Manufacturer programs continue to evolve. Today, OEMs expect broader geographic coverage, specialized processing, consistent reporting, and seamless program administration across multiple jurisdictions.

For regional recyclers, keeping pace often means deciding whether to invest in new infrastructure or remain focused on the local customer relationships and operational expertise that set them apart.

Technology Recyclers saw an opportunity to take a different approach. Rather than building every capability internally, it looked for a partner that could complement its strengths while helping support larger manufacturer programs in Indiana.

THE SOLUTION

A Hybrid Partnership Model

The partnership began with cathode ray tube (CRT) television recycling and expanded as both organizations recognized the value of combining regional expertise with national capabilities.

Technology Recyclers continues to lead local customer relationships, collection programs, and core processing throughout Indiana. Dynamic complements those strengths with additional downstream processing, multi-state logistics, manufacturer and environmental reporting, paperweight support and administration, commodity management, and specialty material support.

Together, the organizations have created a flexible operating model that allows each partner to focus on what it does best while delivering stronger, more scalable manufacturer programs.

THE BUSINESS IMPACT

- 12+ million pounds of volume supported and managed
- Service provided in over 57 counties with more than half of them being rural.
- Expanded manufacturer program capabilities
- Paperweight administration and comprehensive reporting support
- A trusted partnership built for long-term growth



WHY THE HYBRID MODEL WORKS

TECHNOLOGY RECYCLERS	DYNAMIC	MANUFACTURER ADVANTAGE
Regional Expertise	National Program Support	Business Outcomes
Trusted customer relationships	Additional processing capacity	Strong regional execution
Indiana collection programs	Multi-state logistics	Consistent reporting across programs
Core processing strengths	Manufacturer & environmental reporting	Greater program flexibility
Regional operations	Specialty material management	Simplified program administration

“ We could not have grown without trusted partners. That partnership gives us the confidence to focus on serving our customers, knowing we have someone we can rely on behind the scenes.

- Dale Needleman, Technology Recyclers Partner

WHY IT MATTERS

For Certified Recyclers

Technology Recyclers demonstrates that regional expertise and national support don't have to compete. By building on existing strengths rather than replacing them, certified recyclers can expand capabilities, participate in larger manufacturer programs, and continue serving their local markets with confidence.

For Manufacturers

Strong manufacturer programs depend on strong regional partners. Dynamic's hybrid partnership model combines trusted local recyclers with centralized logistics, reporting, compliance, and downstream support, helping manufacturers strengthen program performance while simplifying oversight across multiple states and jurisdictions.



READY TO STRENGTHEN YOUR RECYCLING PROGRAM?

Whether you're a certified recycler looking to expand your capabilities or a manufacturer seeking stronger regional program support, our hybrid partnership model is flexible and built for long-term success.

Scan the QR code to connect with a Recycling Partnership Specialist.

