



**National Waste &
Recycling Association®**

*Collect
Recycle
Innovate*

Endorsed Partners Prospectus

National Waste & Recycling Association
Representing the Business of
Waste & Recycling Since 1962

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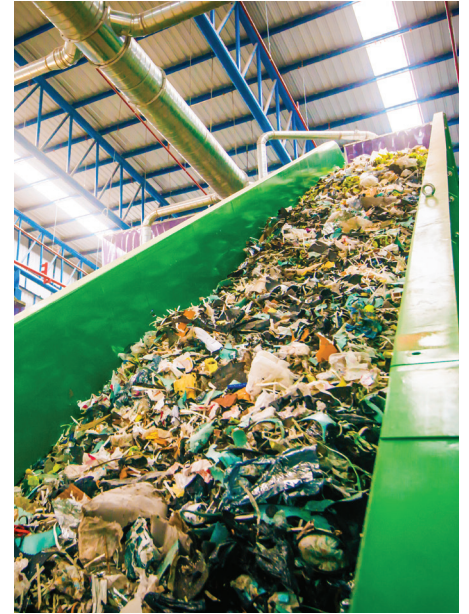
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Web

wasterecycling.org

ENDORSED PARTNERS PROGRAM

The NWRA Endorsed Partner Program is a strategic member benefit designed to connect National Waste & Recycling Association members with trusted, industry-relevant solution providers that help strengthen operations, reduce costs, and drive business performance.



NWRA negotiates exclusive savings, preferred pricing, and tailored services across a spectrum of key business areas, from energy procurement and driver compliance to financial management, fleet needs, training, and more. Members tap into vetted expertise that aligns with the operational and strategic priorities of the waste and recycling sector, helping them make smarter purchasing decisions, enhance efficiency, and improve competitive advantage.

- Credit card processing cost savings
 - Fuel card
 - Driver compliance
 - Tire program
 - Training

NWRA'S MISSION

To provide effective state and federal advocacy, education, research, and safety expertise to promote the waste and recycling industries, serve as their voice, and create an economically sustainable climate where members grow, prosper, and protect the environment.

ENDORSED PARTNERS PROGRAM

NWRA members receive exclusive savings benefits on a wide range of products and services through the NWRA Endorsed Partner Program. Take advantage of this member benefit today!

A.R.M. SOLUTIONS: Accounts Receivable Solutions

A.R.M. Solutions provides specialized, data-driven Accounts Receivable Management and Revenue Recovery solutions designed exclusively for waste and recycling organizations.

A.R.M. helps NWRA members improve cash flow, reduce Days Sales Outstanding (DSO), and recover delinquent receivables—without damaging customer relationships or adding internal operational burden. Unlike traditional collections agencies, A.R.M. operates as a strategic extension of internal finance and accounting teams, emphasizing brand protection, compliance, and transparency.

In partnership with NWRA, members receive:

- Access to end-to-end revenue lifecycle management consulting.
- Preferred pricing.
- 2x ROI performance guarantee.



Contact:

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Contact:

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CPS (CARD PAYMENT SERVICES): Processing Cost Savings

CPS assists members with credit card processing and ACH payments. Credit card processing deems waste a utility and therefore charged a different fee for a monthly credit card processing volume of roughly \$1 million. Most companies working with traditional banks or standard payment processors pay an average processing rate of approximately 3 percent, resulting in an estimated \$30,000 in monthly processing fees.

Through CPS, companies can be enrolled in the utility rate programs offered by Visa, Mastercard, American Express, and Discover, which typically reduce the effective rate to approximately 2 percent. This would lower monthly processing costs from \$30,000 to approximately \$20,000, generating an estimated annual savings of \$120,000.

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CONCORDE INC: DOT Driver Compliance

Concorde provides NWRA members a single source solution for Federal DOT Commercial Driver Compliance. Compliance services include: Driver Qualification File Management, CSA Data, Motor Vehicle Record Monitoring, Drug & Alcohol Testing, DOT Certified Medical Exams, Pre-Employment Background Checks and DOT Supervisor Training. Expert DOT Knowledge, Quality Service, Exceptional Pricing.

The single-source vendor for Association members' DOT compliance needs

- Members Receive Preferred Pricing
- Long-standing and trusted relationship with NWRA
- Most clients achieve a 10 percent discount

CONCORDE
INC.

Compliance | Screening | Safety

Contact:

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tony@concorde2000.com
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environ

Contact:

Kathryn Allen
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Partnerships
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www.environenergy.com

ENVIRON ENERGY: Power Energy User Savings

In an industry where fuel prices and operational costs fluctuate daily, stability is key. Environ Energy is proud to be the **NWRA's Endorsed Energy Partner**, offering members a sophisticated approach to energy management that goes far beyond a simple utility bill.

As a waste and recycling professional, your facilities—from MRFs to hauling sites—have unique energy profiles. Environ Energy provides the technical expertise and market intelligence to optimize your energy spend and hit your ESG goals.

Why NWRA Members Choose Environ Energy:

- **Strategic Procurement:** We leverage market volatility to secure competitive electricity and natural gas contracts, ensuring budget certainty for your facilities.
- **Sustainability & Carbon Tracking:** Navigate the increasing pressure for "green" operations with robust carbon footprint tracking and Renewable Energy Certificate (REC) sourcing.
- **Regulatory Compliance:** Stay ahead of local and federal energy mandates without the administrative headache.
- **Facility Optimization:** Identify energy efficiency projects that offer the highest ROI, reducing consumption at the source.

The NWRA Advantage: Because of our partnership, NWRA members receive access to specialized energy audits and dedicated account management teams who understand the specific demands of the waste and recycling sector.

ENDORSED PARTNERS PROGRAM

GATEHOUSE PURCHASING LLC: Tire & Fuel Savings

Gatehouse Purchasing provides access to exclusive National Account tire pricing through top-tier OEM manufacturers. As NWRA's official Endorsed Partner for tires, Gatehouse connects qualified members with some of the most trusted names in the industry offering pricing typically reserved for large national fleets.

As part of your NWRA membership benefit, Gatehouse Purchasing can help reduce your operational costs and improve fleet efficiency by leveraging the collective buying power of our industry. Members gain access to a select group of globally recognized tire brands known for their durability, reliability, and performance.

- Tire Solutions
- National Account Pricing Access
- Fleet Cost-Saving Strategies
- Fuel Card

Could achieve more than a 15 percent reduction in tire costs.



Contact:

Gatehouse Purchasing
704-740-2383
tires@gatehousepurchasing.com
www.gatehousepurchasing.com

LABELLA: Training

LaBella Training provides industry-recognized education and certification programs for solid waste professionals across the U.S. As NWRA's official Endorsed Partner for professional training, LaBella offers accredited courses designed to help operators, managers, and safety personnel maintain compliance, strengthen operations, and meet continuing education requirements.

As part of your NWRA membership benefit, you gain access to discounted training opportunities and resources through LaBella, an International Accreditors for Continuing Education and Training (IACET)-accredited provider. Courses cover topics such as landfill and transfer station operations, stormwater and spill prevention, compost management, collections, hazardous materials handling, and OSHA safety standards.

Training Solutions

- Landfill & Transfer Station Operations
- Environmental Compliance & Safety Courses
- Continuing Education & Certification Support



Contact:

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Qualpay

Founded in 2014 by payment industry experts and programmers, Qualpay set out to deliver next-generation payment processing solutions. From the start, Qualpay focused on improving customer experience and transparency, designing products to answer the key question: "Where is my money?"

In 2019, we launched the Utility division, bringing in experts in Waste and Utility payments. We enhanced our products and technology to address industry-specific challenges.

Our promise to the Waste Industry: Qualpay is committed to continuously developing our products and payments platform to meet the evolving needs of Waste haulers.

NWRA Members benefit from our integrated payments platform, which enables you to:

- Securely manage customer data
- Reduce costs and streamline back-office operations
- Report through one easy-to-use interface across multiple locations or brands

NWRA Members: Don't miss out on this exclusive promotion created just for you.

- Qualpay Gateway Fees – Waived
- PCI non-compliance fees – Waived.
- Hurry, this offer is valid until 12/31/2026.