RECYCLING MARKETS UPDATE

Minnesota's Glass Market

RAM/SWANA PANEL DISCUSSION

October 16, 2018

Presented by Daniel VanKorn
Strategic Materials

Agenda

- Who is Strategic Materials? What do we do?
- Why Glass Works in Minnesota
- Opportunities for the Future

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About Us

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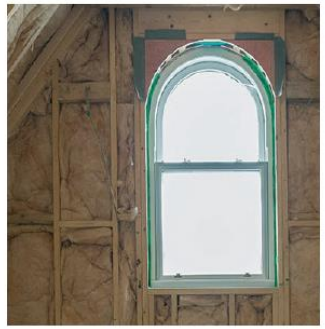
About Us

- Largest footprint in North America, with nearly 50 plants, from Sarasota, FL to Seattle, WA.
- Market leader for glass recycling; more than 100 years of experience.
- We recycle nearly **3 million tons of glass** a year into a variety of applications.

Container

Abrasives


Fiberglass

Highway Bead

Fillers

Plastic

Specialty

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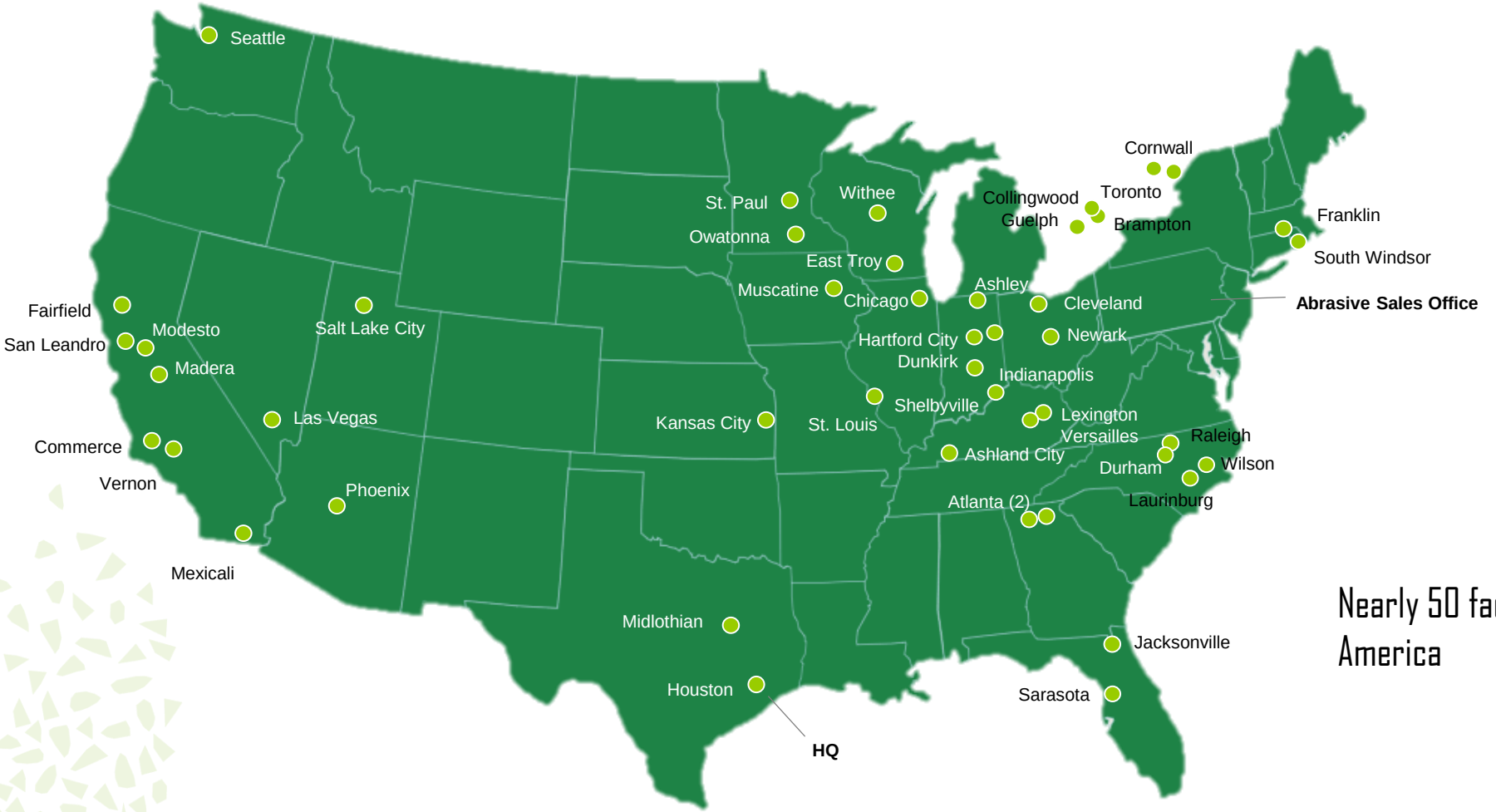
Footprint



Nearly 50 facilities in North America

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Did You Know?

- **Recycled glass demand** is more than current supply in the container glass and fiberglass insulation industries.

- Recycling and/or using recycled glass helps companies **reduce manufacturing costs and improve sustainability**.

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Why is Glass Sustainabl

- Glass is a sustainable, versatile, cost-saving material.
- Glass never wears out and **can be recycled forever**.
- **One 6-pack of recycled beer bottles produces** enough fiberglass insulation to fill a standard wall cavity.
- **Using recycled glass to manufacture new glass products requires 30% less energy** than does manufacturing glass from virgin materials.

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MRF Glass
Pre SMI Clean-Up

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MRF Glass Post Clean-Up

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St. Paul, MN Plant
Newer Technology

- Updated screening capabilities
- State-of-the-art sorting technology deployed – 11 Optical Sorting Machines

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Why Glass Recycling Works in Minnesota

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Why Glass is Viable in M

- The State of Minnesota's commitment to recycling:
  - Legislation
  - Corporate Stewardship
  - Public Mindset

- Overall: Minnesota has the cleanest MRF glass in the U.S.
- Local outlets for recycled cullet sales – there's a market for it

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Minnesota Statistics

- In **2017 Strategic Materials Processed approximately 100,000 Tons** of Minnesota based MRF glass, plate and bottle glass.

- Where did the glass end up?

  65% Container glass

  30% Fiberglass

  5% Abrasive Materials

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Our Challenges and Future Opportunities

Preserving Glass Recycling

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Market Challenges In Minnesota

- **Single Stream Quality** – MN is currently highest quality in U.S.; however, medical waste and batteries continue to cause operational stress
- **Fines (glass sand) –** Separating the non-glass residue from the glass fines and sorting smaller pieces of glass
- **MRF Maintenance** – Due to the abrasive nature of glass, handling equipment requires continuous and significant maintenance
- **New Supply Logistics** - Increased freight range equals increased cost
- **Freight Haulers and Drivers** - There currently is a shortage of haulers that are willing to pick up new hauls due to a shortage of qualified drivers

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Future Opportunities

- Municipalities
- Northern 3rd of the State
- Customer demand for higher recycled glass volumes
- Customer demand for higher quality recycled glass

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Questions?

Want to become a supplier or have questions?

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Thank You

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