

Journal

SINCE 1992, ENCORP ATLANTIC HAS RECYCLED OVER 3.3 BILLION CONTAINERS IN NEW BRUNSWICK!

3,350,000,000

ENCORP
ATLANTIC INC

SPRING

FAMILY AFFAIR

Operating a redemption centre (RC) in New Brunswick, especially a rural depot is often a family affair. These businesses take pride in the level of service offered to their patrons and the cleanliness of the premises as demonstrated by Gaëtan and Francine Bossé's centre in St. Quentin (BC 11-12).



OUT-OF-PROVINCE CONTAINERS

Reports of large number of Tetra pouches and containers being redeemed in centres in recent months are cause for serious concern. RCs must be vigilant with customers redeeming large volumes of one container type/sort. These containers might even be shipped along with legitimate containers. Please watch for individuals redeeming large quantities, especially if there are significant quantities of the same sort/type. No deposit was applied to these containers in New Brunswick, therefore, refunds must be refused.



In the event that a RC is suspected of accepting fraudulent containers, Encorp will investigate, report to the NB Department of Environment and Local Government and deduct handling fees and consumer refund accordingly.

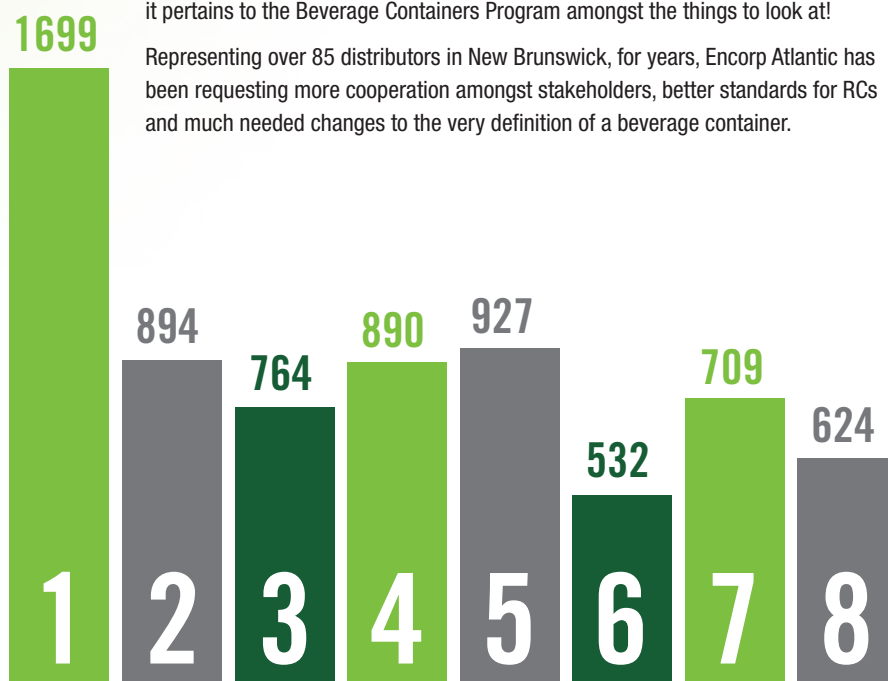
AVERAGE UNITS PER BAG

Encorp is pleased with the overall outcome of the new contract period (2015-2020) started last October. As RC operators have stated, changing contractors was not the biggest change to happen last fall. Reduced sorting at depots provided an opportunity for more efficient labour management and faster service to waiting customers. Overall, Encorp was also able to consolidate some processing activities and thus save time, effort and money. So, after 6 full months and thanks to the cooperation from all RCs in New Brunswick, we can now say that the transition period is behind us. Nevertheless, Encorp remains vigilant and will consider any disruption in our regular services as a serious matter.

As we get closer to the 25th anniversary of the New Brunswick Beverage Container Program next year, the more we realize the need to change and innovate.

Premier Gallant stated that New Brunswick needs to get away from the status quo: "The status quo does not work. It's clear. You can see it throughout the province. The status quo has gotten us where we are today." We might have to remind the government of this obvious need for change as it pertains to the Beverage Containers Program amongst the things to look at!

Representing over 85 distributors in New Brunswick, for years, Encorp Atlantic has been requesting more cooperation amongst stakeholders, better standards for RCs and much needed changes to the very definition of a beverage container.



As of March 31, 2016

Much of the focus for progressive changes to how we manage post-consumer containers in New Brunswick has been moving backwards. Government needs to create the conditions for change. If we are to move forward, then let's be smart, lean and strategic. Distributors have been demonstrating leadership in this field for years, yet governments of all colors in New Brunswick have ignored the call for progress.

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► ACCURACY

As of March 31st, quality control with RCs has resulted in an overall accuracy rate of -0.5%.

-0.5%

There are currently 8 RCs in the accelerated mode. Our sampling model for quality control also includes assessments of out-of-province containers and volume fluctuations (comparative analyses) to detect irregularities.

We urge all RCs to be vigilant on tag accuracy by properly reporting quantities and properly tagging their bags.

The return rate as of March 31st was 70.9%.

► INCIDENT REPORT FORMS

In our ongoing effort to improve the level of service provided by Encorp Atlantic and our service providers, we wish to document in the most concise manner any incidents in the hope that we can resolve any recurring issues or problems in an expedient and fair fashion. All RCs and drivers alike have been supplied with revised Incident Report Forms. Once filled, these forms can be mailed, faxed or emailed to Encorp Atlantic. A follow-up procedure will then mitigate any issues and bring about a resolution.

Incident Report Forms are also available at www.encorpatl.ca

► REMINDER NOT TO ESTIMATE

Over the past few months, quality control personnel reported that some RCs separate large and small containers and then estimate the volumes for Encorp. This has led to an overwhelming amount of bags going to quality control with reported volumes most often being inaccurate. This practice must not be continued; it adds to the collection times and costs to the program. Accuracy remains a responsibility of RC operators and staff and is the cornerstone of an efficient program.

► ELECTRONIC PAYMENTS LETTER

Weekly payment letters are now available by electronic means. Please provide your email address to pauline.nowlan@encorpatl.ca in order to subscribe. We strongly encourage the use of this convenient method, which ultimately translates in reduced energy use, greater administrative efficiencies and cost savings for the Beverage Container Program.



► ASSOCIATION WANT CAPS ON BOTTLES

With all the fuss about bottle caps on or off, we need to remind the Department of the Environment and Local Government that the Association of Postconsumer Plastic Recyclers (APR), a national trade association representing more than 90 per cent of the post-consumer plastic processing capacity in North America, announced back in 2010 that their members support leaving caps on bottles and containers for recycling. APR states that plastics recyclers have the technology to sort and recycle the caps with bottles and has also reported growing demand in the domestic marketplace for these materials. This confusion in New Brunswick is totally ridiculous in the context of wanting to augment our level of recycling and the fact that this is good business.



► MARKETS - MATERIAL PRICING

Depressed market conditions worldwide continue playing havoc on the value of our commodities here in Atlantic Canada. As of March 31st, markets are reeling from global economic uncertainty with price fluctuation for PET and Aluminum.

OVERVIEW OF MARKET PRICES US \$/LB FOR BALED MATERIAL:

| | Aluminum | PET | Exchange |
|----------------------|----------|----------|----------|
| March 31, 2008 | \$ 1.03 | \$ 0.195 | \$ 1.002 |
| March 31, 2009 | \$ 0.44 | \$ 0.09 | \$ 1.225 |
| March 31, 2010 | \$ 0.72 | \$ 0.23 | \$ 1.007 |
| March 31, 2011 | \$ 0.88 | \$ 0.37 | \$.952 |
| March 31, 2012 | \$.75 | \$.29 | \$.9684 |
| March 31, 2013 | \$.68 | \$.215 | \$ 1.00 |
| March 31, 2014 | \$.67 | \$.19 | \$ 1.09 |
| March 31, 2015 | \$.70 | \$.13 | \$ 1.21 |
| As of March 31, 2016 | \$.54 | \$ 0.085 | 1.26 |

MARKET SNAPSHOT/ 3 YEAR PERIOD IN US\$/LB

| | Aluminum | PET |
|--------|-------------------|---------------------|
| High ▲ | .82 December 2014 | .21 April 2014 |
| Low ▼ | .49 December 2015 | .0775 December 2015 |

For information or to report any incident, please contact:

- Rioux Transport - 1 877 999-1764 • Encorp - 1 877 389-7320
- DELG (Mark Miller) - 506 453-7945