

Journal

ENCORP
ATLANTIC INC



SINCE 1992, ENCORP ATLANTIC HAS RECYCLED 3 BILLION CONTAINERS IN NEW BRUNSWICK!

WINTER

▶ REMINDER

Encorp Atlantic has an open door policy in terms of visits to the Quality Control Department (Hebert Recycling) by redemption center owners or representatives. If you want a firsthand look at how we count and conduct quality control and measure accuracy on your bulk bags, please just drop in at 53 Walsh Avenue, Miramichi, during regular working hours (no appointment is necessary).

▶ CUSTOMERS NEED TO BOTTOM-UP!



At this time of the year, we all need to be vigilant in ensuring that all customer containers get emptied. Liquid from container create havoc on the depot floors and trucks. Make sure that all workspaces remain clean and dry. Pay special attention to centers that receive large amounts of containers from school programs. Slippery floors cause dangerous conditions for all. Please remind all customers alike of the importance of emptying their containers.

Every year in New Brunswick, over **68,000,000** non-alcoholic deposit-bearing containers go missing – and are never redeemed.

RESPONSE TO MIN. SOUCY ON THE FUTURE OF BEVERAGE CONTAINER RECYCLING IN NEW BRUNSWICK - REPORT

Minister,

Encorp Atlantic Inc. would like to thank you for the opportunity to participate in the review process in regards to The Future of Beverage Container Recycling in New Brunswick issued on December 20, 2013.

We applaud the initiative for a detailed overview with the aim of strengthening the New Brunswick Beverage Containers Program. It was long overdue. It has been clear to industry for some time that a smarter and more efficient footprint for beverage container collection and management in this province is needed.

Encorp Atlantic Inc. has been a proud partner in the New Brunswick Beverage Container Program for the past 22 years. In fact, through the recycling and redemption of non-alcoholic beverage containers, we have contributed \$100 million to the Environmental Trust Fund and recycled three billion containers since the beginning of the program.

We are prepared to work with the Government of New Brunswick and other interested stakeholders to pursue some of the recommendations contained in the report. While there are some with which we agree, there are others that we feel warrant further detailed analysis, discussion and review. It must be emphasized that industry is committed to maintaining a leadership role in the management of post-consumer beverage containers in New Brunswick.

Encorp Atlantic Inc. is committed to fully engaging in the New Brunswick Beverage Containers Program's transformation process. In that light, we fully agree with removing roadblocks to efficiency improvements to the system. As well, we also recognize a clear intent to improve safety standards and customer convenience.

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ON SCHEDULE!



Construction on the modular centers is progressing according to plans. Urban planning officials in Moncton approved the 2 selected sites at the January meeting/ recommended the pilot project at the two proposed sites in the city (Killam Drive, Mountain Road). The modular centers are expected to be operational by Earth Day, April 22nd. Units are currently being constructed at Metaltech in Dieppe using used shipping containers (40').

WEIGHT VS. VOLUME

Remember that restrictions on bulk bags are based on weight and not container counts. Use judgment and caution, avoid over-filling and moving heavy bags. Injuries will be avoided if care is taken.

Please drop us a line if your center wishes to receive any of Encorp's promotional items such as caps, tuques or aprons.



Again this year, Encorp Atlantic has published a limited edition calendar. RC's are encouraged to distribute these to clients, local school and the general public. Ask your driver for any amount of calendars required.



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Driven by a need to demonstrate innovative leadership, we possess the collective knowledge to make the New Brunswick model a true leader in industry-government stewardship programs in North America and build a world-class recycling program.

The challenge offered by this review is how to provide a sustainable model with a holistic view of stakeholders' needs while embracing available technologies to the benefit of consumers and redemption centre owners alike. One overarching theme that must be part of a revamped recycling program is that it needs to be convenient, consistent and consumer-focused. Encorp Atlantic is prepared to work with the government to implement the necessary changes to make this happen, along with another primary goal of improving the efficiency of the Beverage Containers Program. This is a timely opportunity to demonstrate our industry's commitment and leadership to the long-term sustainability of the program.

Encorp has been able to deliver consistent financial returns to New Brunswick's Environmental Trust Fund, divert valuable materials from the waste stream while being the lowest cost-per-unit-managed beverage container program (*Canadian Recycling Affiliates*) in Canada. Nevertheless, modernizing the program remains a priority of Encorp Atlantic, its shareholders and distributors.

With the current review of the New Brunswick Beverage Containers Program, we have an opportunity to create a convenient, efficient and forward-thinking program of which we can all be proud. Encorp Atlantic has committed to a multi-year research project that will provide guidance to all stakeholders in the New Brunswick program.

We look forward to continuing our discussions with the Government of New Brunswick and all stakeholders as we move forward in this review process. Through Encorp Atlantic Inc., industry looks forward to playing a lead role in the process as we have done since 1992.



MATERIAL MARKETS & RETURN RATE:

The PET and aluminum markets continues to decline. The return rates as of December 31st is **72.1%** compared to **70.2%** the same period last year.

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

	Aluminum	PET	Exchange
December 2010	\$ 0.77	\$ 0.26	\$ 0.99
December 2011	\$ 0.70	\$ 0.20	\$ 1.002
December 2012	\$ 0.74	\$ 0.17	\$ 0.96
As of December 31, 2013	\$ 0.62	\$ 0.165	\$ 1.03

MARKET SNAP-SHOT / 3 YEAR PERIOD IN US\$/LB

	Aluminum	PET
Low ▼	\$ 0.62 December 2013	\$ 0.165 December 2013
High ▲	\$ 0.88 March 2011	\$ 0.37 March 2011

* These figures are based on monthly averages

YEAR TO YEAR-REFUNDED UNITS:

	Aluminum	Glass	PET	Other	Total
Jan 12- Dec 2012	65,931,983	2,197,344	74,681,040	15,571,422	158,381,789
Jan 13- Dec 2013	64,080,206	2,048,261	74,697,051	14,889,039	155,714,557
Yr. to Yr. Qty	-1,851,777	-149,083	16,011	-682,383	-2,667,232
Yr. to Yr. %	-2.81%	-6.78%	0.02%	-4.38%	-1.68%