

# Journal

**ENCORP**  
ATLANTIC INC

20/20

1992-2012 2013-2032

20 years of successful  
beverage container  
recycling in N.B.

20 ans de gestion  
des récipients  
à boisson au N.-B.

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

3,000,000,000

## FALL

### ► QUALITY CONTROL

+ 0.01%

Over the past six months, quality control with RCs has resulted in overall continued accuracy. Since July 1<sup>st</sup>, reported accuracy was .01%, which is again, near perfect. The return rate as of September 30<sup>th</sup> was 70.5%. There are currently 7 RCs that are in the accelerated mode. This is the least amount of centres in the accelerated mode since the program was introduced over three years ago.

### ► IMPORTANT NOTICE

Recently, large quantities of fraudulent Tetra containers of various sizes (Sort #11) have been processed at some redemption centres (RC) in the province. These containers were shipped along with legitimate containers. RCs can detect these unacceptable containers by their foul odor (fermented juices) and prior processing (flattened). Please be aware of individuals redeeming large quantities of beverage containers, especially if there are large quantities of the same sort.

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

## BEVERAGE CONTAINER PROGRAM REVIEW PROCESS

At a recent meeting with the Department of Environment and Local Government officials, the review of the Beverage Containers Program was discussed at length. It is still not clear when the report on strengthening the New Brunswick Beverage Containers Program will be made available to stakeholders but there is a clear intent from all stakeholders to work on improving our aging program.

Encorp has clearly stated in the past that the New Brunswick Program is at the crossroads with a need for innovation. The very definition of a beverage container, efficiency of collection, public safety and customer convenience are all priority items that need immediate attention. If the Program is to meet the constantly evolving needs of the ever-so-busy consumer and increasing program costs, changes to the Beverage Containers Program will be necessary.

The customer experience with redeeming beverage containers has not evolved since the introduction of the program over 20 years ago. Encorp is committed to the sustainability of the program and is willing to participate in all efforts aimed at improving 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.**

### ► GLASS BAGS

Distribution of all glass bags to RCs in New Brunswick is now complete. The new semi-rigid bags were deemed necessary for safety reasons. Nevertheless, we are seeking a long-term solution to managing post-consumer glass in conjunction with other stakeholders. Closing of the bags seem to be posing a problem for centres. Reports from drivers indicate that the bags are being overfilled and to compensate are then tied using the straps. We urge that RCs not overfill the glass bags. These were designed to be kept open.



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## ► PLANNING STAGE - PILOT PROJECT

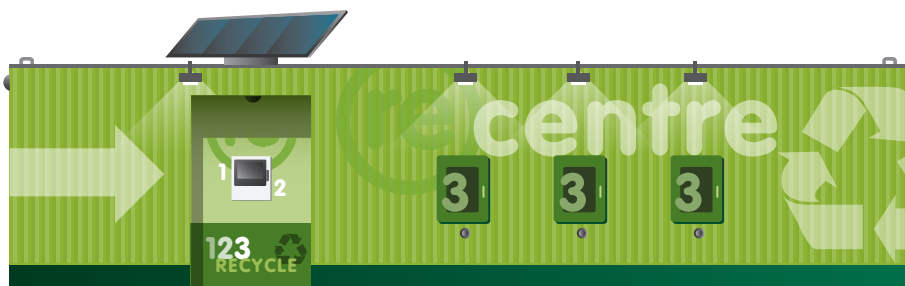
With the winter months fast approaching, the initial launch date of the mobile redemption center scheduled for Fall has been rescheduled for early spring. Site selection and design of the modular units are completed while the software and consumer interface components are now in the testing stage. Regulatory issues are really what has delayed the project. We recognize that any new innovation can sometimes take time with municipal and regulatory agencies and we had not planned on this aspect taking so much time. The new launch date will be around "Earth Day" which always falls on April 22.

- Business Plan to Encorp Board ✓
- Acquire RC licence ✓
- Design phase - final phase ✓
- Site selection - October ✓
- Construction of modular unit #1 - December
- Communication plan - December / January
- Enroll 2,500 households - Winter / Spring
- Soft Launch - March
- Official Launch - April (Earth Day)

## ► MYSTERY BOTTLE



After admiring the many collections of unique bottles across RCs in New Brunswick we've decided to feature some of them in this publication. Let me start off! A friend dropped off one such bottle a few days ago at our office. Little is known of the Shediac Beverage Company but that's part of the fun. Apparently the company ran a soft-drink operation in Shediac until the mid-1920's. Please send me your mystery bottle or container. Remember that containers must be non-alcohol.



## ► MARKETS

Overall material markets over the past quarter remain sluggish with commodity prices for PET and aluminum lower than forecasted. Nevertheless, markets are still over the recession levels and slightly better.

## ► MATERIAL PRICING

Market material pricing versus this time last year: Aluminum **13%** below; PET **15%** below. Overall, sales of non-alcoholic beverages were **1.3%** over the past year (october 1 - september 30, 2013), while containers redeemed were lower by **0.7%** for the same period.

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

	Aluminum	PET	Exchange
Sept. 30, 2011	\$ 0.79	\$ 0.33	\$ 1.007
Sept. 30, 2012	\$ 0.74	\$ 0.19	\$ 0.95
As of September 30, 2013	\$ 0.64	\$ 0.17	\$ 1.01

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

	Aluminum	PET
High ▲	\$ 0.88 March 2011	\$ 0.63 July 2013
Low ▼	\$ 0.63 July 2013	\$ 0.17 July 2013

\* These figures are based on monthly averages

### YEAR TO YEAR-REFUNDED UNITS:

	Aluminum	Glass	PET	Other	Total
Oct 1 - Sept. 30 2012	66,040,643	2,281,195	74,990,566	15,937,368	159,249,772
Oct 1 - Sept. 30 2013	65,009,098	2,058,231	75,023,237	15,127,570	157,218,136
Yr. to Yr. Qty	-1,031,545	-222,964	32,671	-809,798	-2,031,636
Yr. to Yr. %	-1.56%	-9.77%	0.04%	-5.08%	-1.28%