

# Journal

**ENCORP**  
ATLANTIC INC

CURRENT ACCURACY  
RATE  
**PERFECT**

IN THE PAST YEAR, ENCORP HAS RECYCLED  
157 MILLION BEVERAGE CONTAINERS IN NEW BRUNSWICK

## SUMMER

### ► NOTICE:

A recent 118 ml pouch, Gatorade "Pre-Game Beverage", has been introduced in New Brunswick. The current label does not have the "Return for Refund" message. We ask that redemption centers (RC) accept this product for refund.



### ► ELECTRONIC COUNTING MACHINE

Testing of an electronic counting machine is currently on-going. This is a joint project with RRFB Nova Scotia. We expect that this counting machine will add significant accuracy and increase the capacity (volume) of containers going to quality control on a daily basis. This electronic counting machine was designed and developed in NB for a fraction of the price of similar type machines used in our industry.

### ► MARKET RELIEF

This year markets briefly rebounded to pre-2008 levels and even beyond, particularly on the PET. This was welcomed news for the entire industry.

As of March 31<sup>st</sup>, Encorp Atlantic recovered 157 million beverage containers for an annualized recycle rate of 70%. This rate which is substantially lower than previous years is directly related to the count adjustment model with RCs.

Since the introduction of this program, RCs in New Brunswick have become one of the most accurate network of recycling depots in the country with an accuracy rate of -0.4%. Plus, once adjustments are made to RCs that are over the  $\pm 2\%$  range, the overall accuracy rate goes to an amazing perfect score of 0%. This compares to the - 7% range prior to the introduction of this new program.

### ► ONE FOR THE ROAD!

On May 15, Pauline Nowlan, a long-time employee of Encorp, braved the wind, rain and cold weather to run in the Toronto Goodlife Fitness Marathon. With an amazing time of 4:38, Pauline actually ran the 42.2 km faster than her last marathon in 2010. Full kudos for Pauline's courage and determination!



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## ► REVIEW OF SERVICE PROVIDER AGREEMENTS

Encorp Atlantic has undertaken a full review of its service provider agreements. This review includes collection, processing and materials market. A request for proposal was issued by invitation for processing and materials market in May. While the collection component will be issued in mid-August, the review was deemed necessary to ensure that Encorp remains competitive in these challenging times.

## ► FYI

Kids are putting Drano, tin foil and a little water in soda bottles, capping them up and leaving them on lawns. When you go to pick up the trash, and the bottle is shaken just a little, in about 30 seconds or less, it builds up a gas and explodes with enough force to remove some of your extremities. The liquid that comes out is boiling hot as well.

Don't pick up any plastic bottles that may be lying in your yards or in the gutter, etc. Pay attention to this. A plastic bottle with a cap. A little Drano. A little water. A small piece of foil. Disturb it by moving it, and BOOM! No fingers left and other serious effects to your face, eyes, etc.

People are finding these "bombs" in mailboxes and in their yards, just waiting for you to pick it up intending to put it in the trash. But, you'll never make it! It takes about 30 seconds to blow after you move the thing.

Special thanks to John Doran

## ► CURRENT RECYCLING MARKETS

### Glass

Rayan, Moncton, NB

### Aluminum

Evermore, Oswego, NY

### Steel

Mittal-Feruni, Contrecoeur, QC

### PET

Novapet, Amherst, NS

Ultrapet, Albany, NY

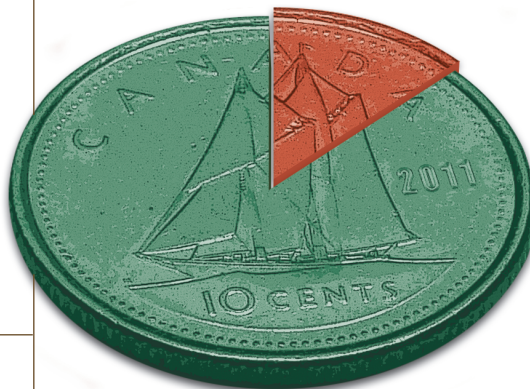
### HDPE

Novapet, Amherst, NS

### Tetra & other cartons

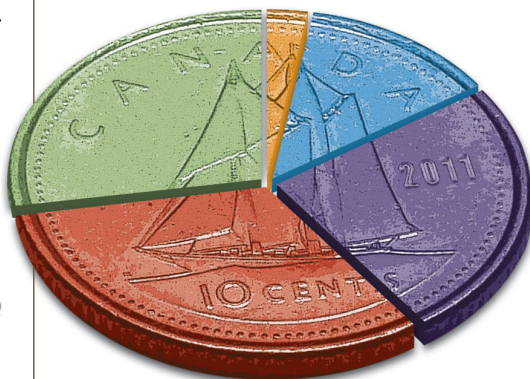
Great Northern Recycling, Halifax, NS

## ► WHERE DID THE MONEY GO?



## REVENUES

- Material Revenues **12.8%**
- Eco fees **87.2%**



## EXPENSES

- Administration **2.6%**
- Collection & Processing **12.8%**
- Handling Fees **24.7%**
- Refunds to consumers **32.2%**
- Payments to ETF **27.7%**  
(Environmental Trust Fund)

## ► MATERIAL MARKETS

YTD pricing versus this time last year: aluminum 12% above; PET 27% above and glass still being a cost for management (market negative in Atlantic Canada).

Markets have improved in successive months this year with some commodities showing record high increases.

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

	Aluminum	PET	Exchange
June 30, 2008	\$ 1.02	\$ 0.195	\$ 1.018
Sept. 30, 2008	\$ 0.76	\$ 0.185	\$ 1.059
Dec. 31, 2008	\$ 0.58	\$ 0.04	\$ 1.193
May 31, 2009	\$ 0.47	\$ 0.11	\$ 1.07
March 31, 2010	\$ 0.72	\$ 0.23	\$ 1.007
As of March 31, 2011	\$ 0.88	\$ 0.37	\$ .952

## YEAR TO YEAR-REFUNDED UNITS

	Aluminum	Glass	PET	Other	Total
Apr. - March 2008	62,198,818	4,831,518	66,845,382	17,705,425	151,581,143
Apr. - March 2009	68,031,431	3,832,433	73,296,170	18,908,231	164,068,265
Apr. - March 2010	67,949,451	3,523,999	74,959,104	19,672,290	166,104,844
Apr. - March 2011	63,215,955	2,946,752	73,526,508	17,776,050	157,465,265
Yr. to Yr. Qty	(4,733,496)	(577,247)	(1,432,596)	(1,896,240)	(8,639,579)
Yr. to Yr. %	(6.97%)	(16.38%)	(1.91%)	(9.64%)	(5.20%)