

DISTRIBUTOR'S Journal



SUMMER 2021

ACCESS THE DEPOSIT-REMITTANCE FORM FOR NON-ALCOHOLIC BEVERAGE PRODUCTS AT ENCORPATL.CA

Distributors must regularly report sales and submit the deposit fees for all non-alcoholic beverage containers distributed in New Brunswick to Encorp Atlantic.

Our [Deposit Remittance Form](#) must be completed and submitted monthly within 10 days of the end of your accounting period. Payment must be received within 30 days of the end of your accounting period.

Our most up-to-date Deposit Remittance Form is always available on our website at encorpatl.ca (look for the "Deposit Remittance Form" page under the "Distributors" menu).

From our website, you can download and use a PDF version, which you must then submit to us by email, or for a faster and easier process, you can choose to fill out the electronic version of the form, which submits your data directly to us and allows you to print and save a copy for your records.

Take note that our Deposit Remittance Form has seven categories in which you must report each beverage product sold (these correspond to the various types of material the containers are made with):

- Aluminum • Steel • PET (♻️) • HDPE (♻️)
- Cartons (Gable Top, Tetra) • Glass
- Other Plastics & Pouches (♻️♻️♻️)

We encourage all distributors to make sure they are using our most up-to-date Deposit Remittance Form with these seven categories – and not older versions of this form – since we sometimes receive deposit remittance reports in various formats that are no longer valid.

If you need assistance in determining which material category certain beverage products fall under, our staff can assist. Send us an Excel list with the names of each product you are unsure of to colette@encorpatl.ca, and we will confirm the appropriate corresponding categories.

ENSYS-CONNEX GATHERING POSITIVE REVIEWS IN TRIAL PHASE

[Encorp's newest technology tool to improve operations and drive efficiencies at the redemption centre \(RC\) level – EnSys-Connex – is being piloted in two RCs since April 2021](#) – Valley Redemption Centre and Acadia Bottle Exchange. This Point-of-Sale (POS) system has been purpose-built by Encorp for New Brunswick RCs to process all deposit-bearing beverage containers received from consumers under the Beverage Containers Program (alcoholic, non-alcoholic and refillable), pay out deposit refunds, and manage commercial accounts and inventory. For customers, it will provide increased transparency for all used beverage container (UBC) transactions, since they will see live container counts on the customer interface screen and be provided with a receipt.



Our 9-month trial of EnSys-Connex with these two RCs has been providing our IT team with feedback on how our equipment and software perform in a real-time environment. We plan to continue to make improvements and to start to roll out this technology to [all RCs in the province](#) as of January 2022.

Acadia Bottle Exchange in Cap Pelé (southeastern NB), currently under the new ownership of Mr. Kim Seunghwan, reports the system is working very well and that there are no complaints from staff nor management. "It is very exciting to have the new system in our centre - I definitely think it will bring us a lot of efficiency in our work and time management," he says. The main challenge thus far has been figuring out common vocabulary to use on the staff interface screen related to material sorts. It is intended that EnSys-Connex be able to support English and French as the primary interface languages, and the provincial roll-out version will most likely feature icons next to descriptive text, so that staff with limited knowledge of either language can quickly identify the right buttons to select when going through redemption transactions with customers.

EnSys-Connex is also getting good reviews from Mr. Mario Maillet, owner of Valley Redemption Centre – which integrated the system to operations in its Dieppe location (also in southeastern NB). He reports that "transactions are faster at the cash, and bulk bag counts are a lot more accurate since there is now less opportunity for errors. In addition, staff has adapted to EnSys-Connex quickly. It gives our centre a better image and provides a more positive customer experience."

The most exciting thing about EnSys-Connex is that it is an essential technological data processing tool needed in RCs for Encorp to launch its province-wide Re-Express program (drop & go service) – which will greatly increase access and convenience to recycling and redeeming deposit-bearing beverage containers for consumers. We are pleased the trial is going well and that RCs report ease of use, quick staff adaptation, and clear operational efficiency improvements. As we get nearer provincial deployment, RC operators have been invited to our Moncton office to see our EnSys-Connex demonstration site in action and get more information.

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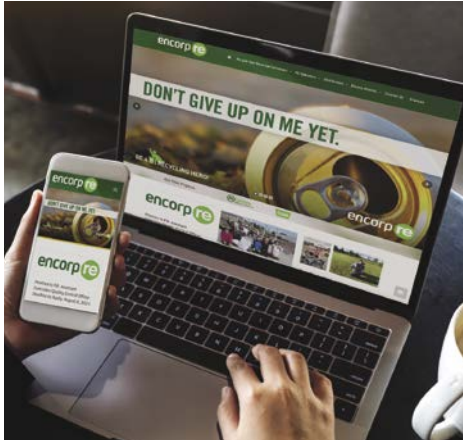
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USEFUL NEWS & INFORMATION FOR DISTRIBUTORS ON ENCORP'S WEBSITE



Encorp has a helpful section on its website with useful news & information for distributors.

Go to encorpatl.ca and consult the pages under the "Distributors" menu to find:

- Our [latest news](#) on the Beverage Containers Program (BCP) and all the initiatives and project we are working on to promote and improve beverage container recycling in New Brunswick.
- All current and past issues of our seasonal [Distributor's Journal](#).
- Information on the [registration process](#) for new distributors with links to all applicable forms that must be filled and sent to the New Brunswick Department of Environment and Local Government (DELG).
- A convenient link to the [Beverage Container Registration Form](#). All deposit-bearing beverage products sold in New Brunswick must be registered with DELG. [This includes beverage products that were not deposit-bearing in the past but now are due to changes to the Beverage Containers Program's Exclusion Policy which came into effect on April 1, 2020.](#)
- Information on how [taxes apply to beverage products and their deposits](#). Under the provincially legislated "half-back" system in New Brunswick, a tax-inclusive deposit of 10¢ is imposed on containers for non-alcoholic beverages, but only half this amount, or 5¢, is given back to a consumer on the return of the container. Only the refundable 5¢ portion of the deposit is excluded from the tax base while the other 5¢ that is not refunded to the consumer is subject to tax on the same basis as the beverage.
- Our [Deposit-Remittance Form](#) – with options to fill electronically or to download, print, and submit a PDF – which distributors must use to report sales and submit deposits for non-alcoholic beverage containers.

ENCORP WANTS MORE SCHOOLS INVOLVED IN BEVERAGE CONTAINER RECYCLING

Encorp hopes to get more and more schools involved in recycling programs that engage students in collecting and recycling empty deposit-bearing beverage containers. We have various educational tools and swag to offer free of charge to facilitate their recycling efforts, including "[Be a Recycling Hero!](#)" posters, lunch boxes, pins, stickers, etc. We can supply interested schools with large plastic green bins that can be placed in each classroom. Our bins have a "re360" logo on them – meaning they are designed to hold approximately 60 containers totalling on average a \$3.00 refund – which makes it easier for students to estimate and keep a tally on the money they are earning for their classroom or school by recycling. We can also equip schools with a few large canvas bulk bags that can be installed in a central area in the school and in which students can empty the containers from their classroom bins every week. The school custodian or the school's recycling committee would ideally be responsible for transporting the filled bulk bags to a [local redemption centre](#) (RC) ever so often and setting up an account with this centre to arrange to receive payments.



Some RCs may even be interested in offering a pickup service for schools that actively want to collect and recycle deposit-bearing containers.

Salem Elementary (Sackville, NB) is one of a few [schools currently testing out and using Encorp's bins in their classrooms](#) to get students to collect and recycle beverage containers to raise funds for various activities. Encorp hopes to expand its school outreach efforts as of the fall of 2021.

In fact, thanks to a recent partnership with [The Gaia Project](#) – which leads waste reduction and awareness programs in New Brunswick schools – students will learn about the benefits of setting up a school beverage container recycling program and be directed to Encorp to help set this up.

We are also looking at getting a few more of our [Re-Mobile](#) travelling depots constructed in the fall since schools could easily use these to organize bottle drives. These trailers would be kept on location at RCs in the province and lent to schools – or other not-for-profit groups – to help them organize bottle drives. For example, a school could choose to park the trailer in its parking lot for a few weeks and encourage students and their families to collect beverage containers at home and drop these off at the trailer during this time. Or the school could use the trailer for a weekend door-to-door collection organized by one of its sports teams or committees. Then, the trailer would only need to be driven back to the participating RC when full to be emptied so that the beverage containers can be counted and sorted and so that the school can be paid the funds earned from its bottle drive.

