

TALKING POINTS OUTLINE

- Waste/Recycling Economics Across Recycling Value Chain
- Recycling Value Proposition Making the Case
- Economies of Scale Across Value Chain
- Best Practices Across Recycling Processing Stages
- System Yield and Approaches to Increase Yield
- Best Practice Implications
 for States, Communities, Urban/Rural, Tribes

WHAT IS RECYCLING AND WHAT DOES IT REQUIRE?

True recyclability starts with strong end markets that pull materials through the various phases of a recycling system to ensure economic sustainability

The degree to which end markets value a commodity bale and can reprocess the material has implications for recycling sortation and package design.



To be truly recycled into new products that displace virgin material use, materials must successfully perform in Collection Programs, in the MRF and in End Markets

THE REALITY OF MUNICIPAL RECYCLING

Only about 70% of the US waste stream can actually be recycled or composted.

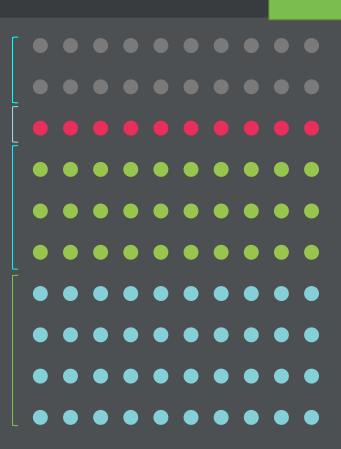






Recovery is:

- Ever changing part of waste stream
- Only possible below the line





WASTE/RECYCLING ECONOMICS ACROSS VALUE CHAIN

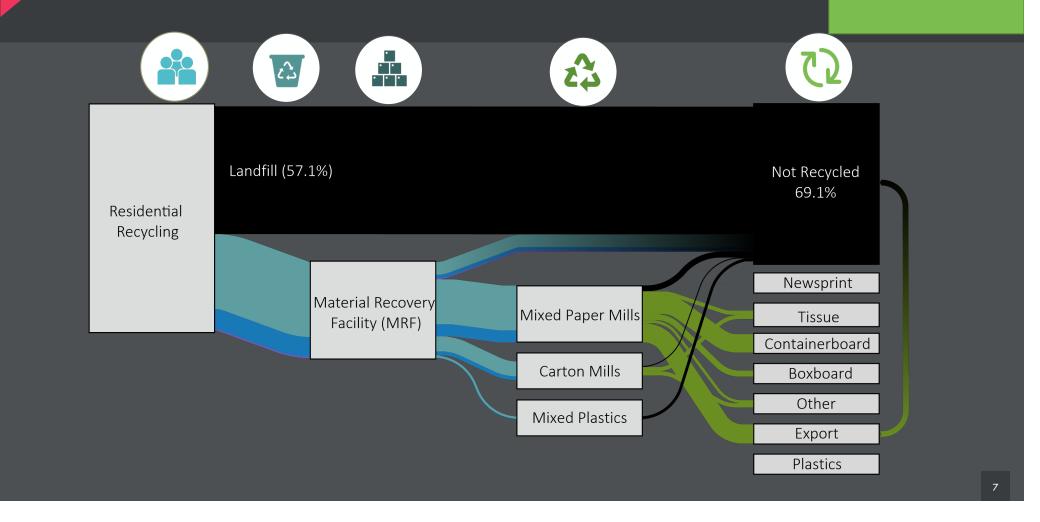
- Waste is a cost
- You must pay to get rid of it
- It is a necessary public service for public health, safety, welfare
- Legitimate ways to avoid this cost reduce, reuse, recycle
- Illegal ways to avoid litter, illegal dumping, burn barrels, etc.
- Waste will create negative impacts on water, air, blight, etc.
- Regulations and responsible management mitigate these negatives



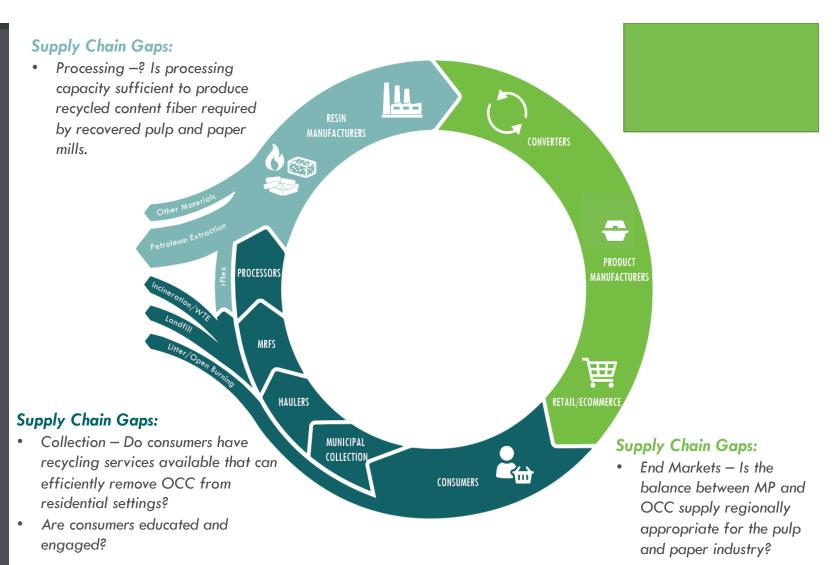
RECYCLING VALUE PROPOSITION — MACRO BUSINESS CASE

- Economics and business case support a "bullish" long-term approach
- Quote from David Allaway's presentation makes case:
 - Oregon's statewide waste and recycling direct cost is \$1B
 - Eliminating recycling would reduce that by \$105M
 - But would increase indirect cost by \$1.1B essentially a 10x return
- Paying the full cost of diversion achieves these benefits
- Majority of that is actually redeployed waste management cost
- The incremental cost (above waste management cost) secures the benefit
- These are a public good across the commons worth embedding in policy

YIELD AND MIXED PAPER RECYCLING PROCESS

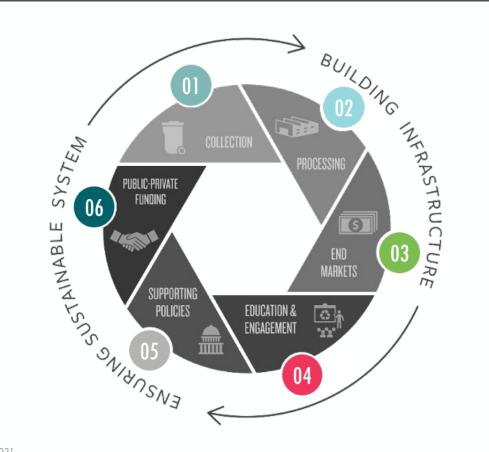






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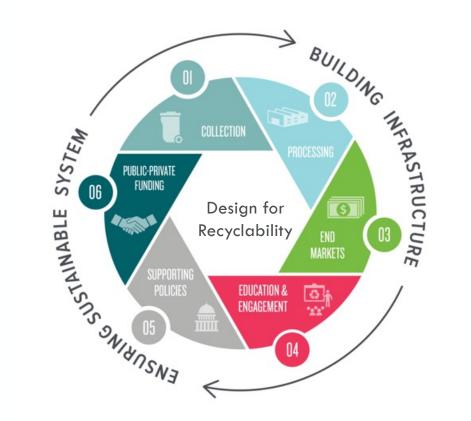
END OF LIFE VALUE CHAIN: KEY COMPONENTS OF SUCCESSFUL RECYCLING



- 01 COLLECTION: Collect and Capture
- PROCESSING: Efficient processing multiplies results
- 03 END MARKETS: Reclamation and Manufacturing
- **EDUCATION & OUTREACH:** Consistent messaging tailored to demographics
- SUPPORTING POLICIES: Local action that drives supply and increases demand
- PUBLIC-PRIVATE FUNDING: Funding strategies to optimize co-investment

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ELEMENTS OF A SUSTAINABLE RECYCLING SYSTEM



TRUE RECYCLABILITY

True Recyclability requires:

Collection – materials need to be collected whether through informal waste picking or formal curbside and drop off collection.

Sorting – whether through informal segregation or sortation in an advanced material recovery facility, materials need to be aggregated into a marketable commodity bales.

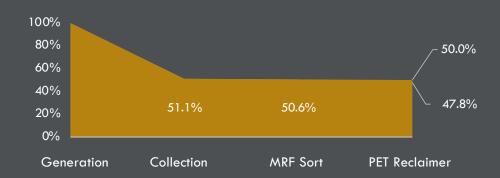
End Markets - create demand for recovered materials and ensure economic viability to reclaim materials for a new cycle of use.

Together, the performance of a package across Collection, Sorting, and in End Markets tells a story of its True Recyclability.

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OVERALL RECYCLABILITY PERFORMANCE AND AT EACH STEP

OVERALL RECYCLING SYSTEM PERFORMANCE



- Collection programs likely to capture 51.1% PET Bottles
- Sorting facilities sort a majority of these bottles putting overall capture at 50.6% during sorting.
- **PET reclaimers** successfully recycle PET bottles; effectively putting 47.8 50.0% of the recovered PET into new product.

ASSESSMENT STEPS

COLLECTION PROGRAMS

74% list PET Bottles or PET as acceptable; "Widely Recycled"

SORTING COMPATIBILITY

Many MRFs have equipment and practices to separate out PET – some contamination

END MARKET COMPATIBILITY

PET reclaimers have appropriate equipment and practices to recycle PET into new PET. Package complies with APR guidelines for PET containers

LIKELIHOOD OF MISMANAGEMENT

Consistently among the most littered items in the U.S. Even at low leakage rates, PET bottle will accumulate in the environment.

GRADING









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COLLECTION — RECYCLING'S COSTLY CHALLENGE



Single-Family Homes: 68% of US households



2-4 Unit Buildings 8% of US households Typically included in municipal curbside collection systems



5+ Unit Buildings
18% of US households



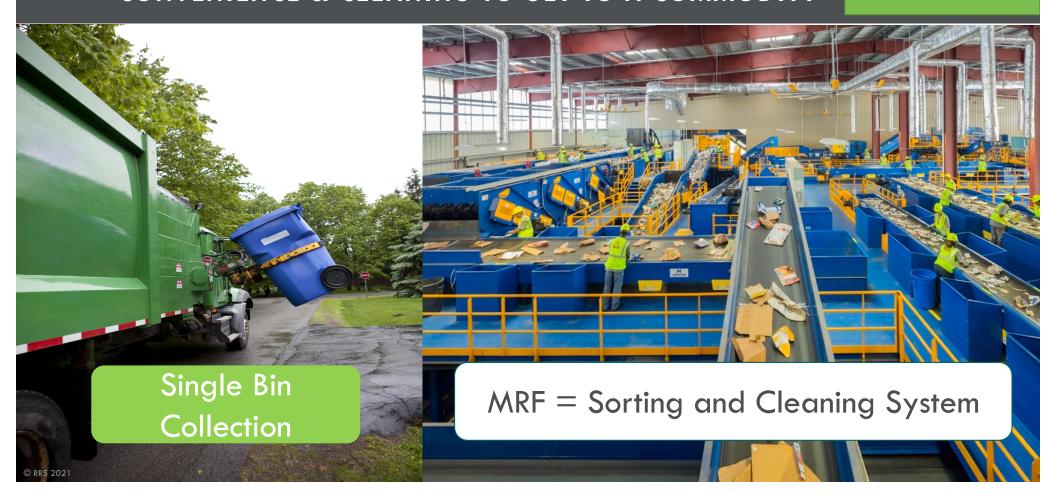
Mobile Homes or Other Housing Types 6% of US households

Frequently excluded from municipal curbside collection systems

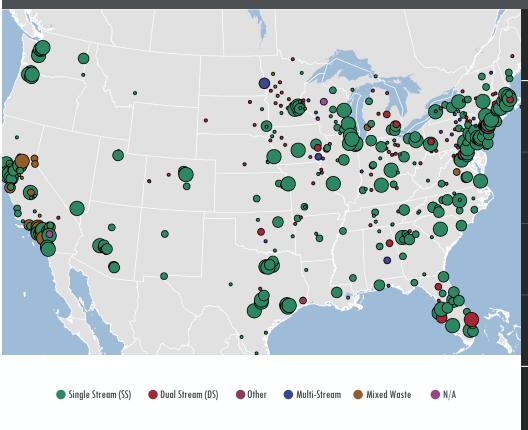
Source: U.S. Census Bureau, 2019 American Community Survey 1-Year Estimates



SINGLE STREAM RESIDENTIAL CONVENIENCE & CLEANING TO GET TO A COMMODITY

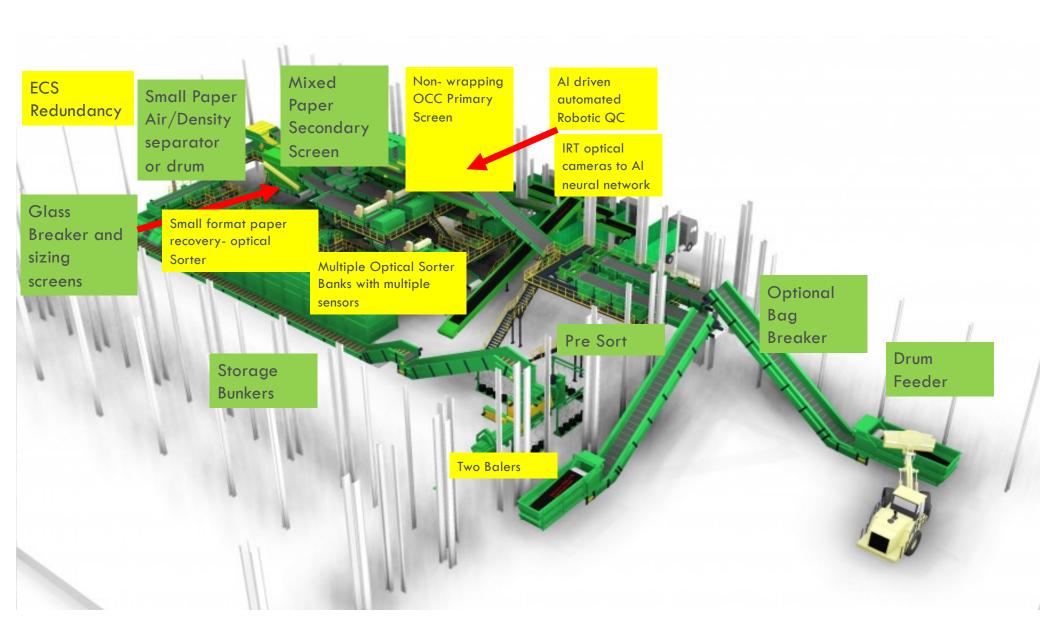


MATERIAL RECOVERY FACILITIES (MRFs)



MRF SIZE	% TONS SS	% TONS DS	% TONS MULTI	% TONS OTHER	% TONS MIXED	% TONS N/A
SMALL	2.3%	1.0%	0.2%	0.5%	0.3%	0.0%
MED- SMALL	11.4%	1.6%	0.4%	0.4%	0.6%	0.8%
MED- LARGE	19.5%	0.9%	0.3%	0.0%	0.7%	0.0%
LARGE	52.0%	2.6%	0.0%	0.0%	3.7%	0.7%
TOTAL	85.2%	6.1%	0.9%	0.9%	5.3%	1.5%

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ADVANCED AUTOMATED SORTING TECHNOLOGIES

- High Speed Opticals single/dual eject
- Robotics
- Artificial Intelligence
- Image Recognition in Front of Bots/Opticals
- Ballistic Separators
- Non-Wrapping Screens
- Air Knives
- Digital Watermarking
- Fluorescent Markers
- Chemical Recycling (various technologies)



APPLICATIONS ACROSS THE PROCESSING VALUE CHAIN

- Super Drop-offs at Local Level
- Localized Tipping to Lower
 Collection Costs
- Hub and Spoke Aggregation to Move to Better Economies of Scale Downstream
- Scalping to Harvest Value –
 e.g. Fiber Baled rest shipped
- Full Service MRFs With High Automation

- Secondary Processing PRFs, glass beneficiation, small format processing, chemical recycling
- Integrated Processing and Production with high value commodity creation – e.g. pellets
- Pre-processing/front end cleaning and feedstock prep at end market (mill, manufacturer, etc.)

