



# Recycling Committee Meeting

September 2024





### The Organics Mechanics

We are the absolute experts in organic waste treatment. Our smart solutions are cost-effective and tailored to our costumers need.



### Experienced Partners

We have over 25 years of experience and design and build more than 144 installations all over the world.



### Smart Technology

Our technology is proven and installed across the globe. We specialize in smart technologies to address our customers complex organic waste streams.



### Environmentally Driven

We use smart technology and engineering to reduce greenhouse gas emissions and convert organic waste into new resources.





**Convertus™**



**Composting**



**Biogas**



**Air  
Treatment**



**Heat  
Harvest**



**Organics  
Mechanics**

## The Convertus Group

# Together we are the only organic waste processor in North America that offers integrated services.



### Design + Build

#### BIOLOGICAL TREATMENT

We specialise in three types of biological treatment

1. Anaerobic digestion (AD)
2. Composting and bio drying
3. Odour reduction systems

#### MECHANICAL TREATMENT

- We specialise in designing and constructing the most efficient and sustainable integrated mechanical solutions
- By cooperating with suppliers throughout the world, we are able to provide solutions at any time and place



### Operate

#### PLANT OPERATION

- We operate long term waste management contracts focused on a holistic end-to-end waste solution to local municipalities, as well as commercial businesses



### Service

#### SERVICES

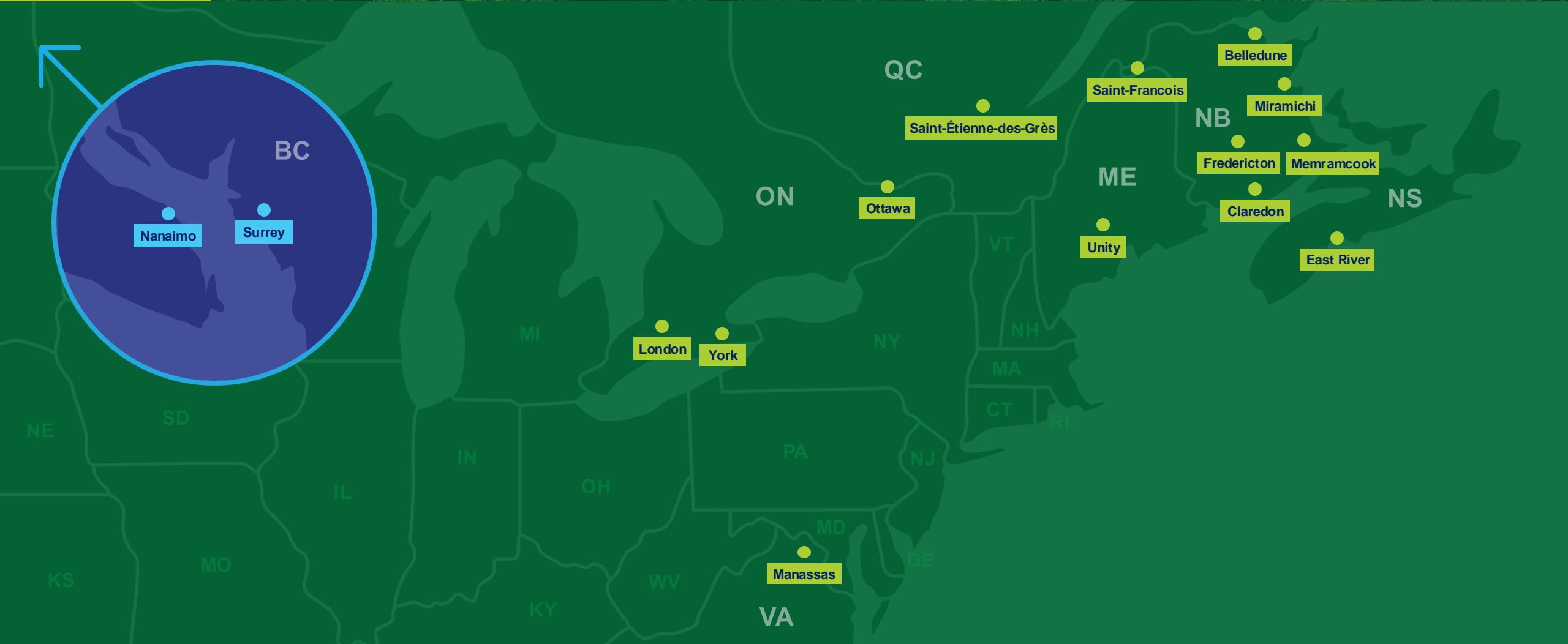
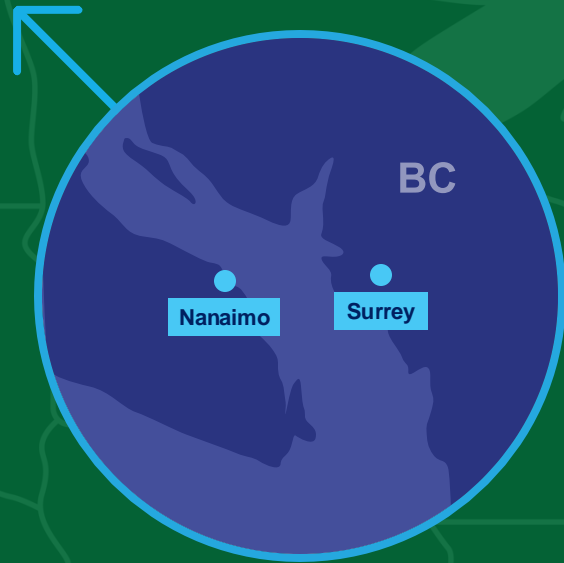
We offer three types of service models

1. One-off maintenance
2. Visit contracts
3. Full-service contracts



WE GIVE RESOURCES NEW LIFE

# Operated Facilities: Locations







WE GIVE RESOURCES NEW LIFE

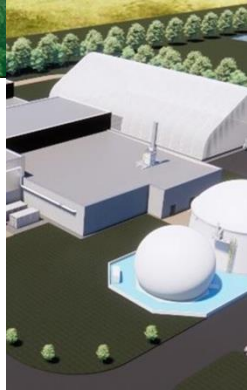
# Operated Facilities: Technologies

## Anaerobic Digestion



**Surrey BC**  
CANADA

**York ON**  
CANADA  
2027



**Mauricie QC**  
CANADA  
2026

## In-vessel Composting



**Ottawa ON**  
CANADA



**London ON**  
CANADA



**Nanaimo BC**  
CANADA

## Pelletizing



**Saint Francois NB**  
CANADA

## Packaging



**Miramichi NB**  
CANADA



**Unity ME**  
U.S.A.





WE GIVE RESOURCES NEW LIFE

# Operated Facilities: Technologies

## Windrow Composting



**Rivière-Verte  
NB  
CANADA**



**Clarendon  
NB  
CANADA**



**Fredericton  
NB  
CANADA**



**Memramcook  
NB  
CANADA**



**Miramichi  
NB  
CANADA**



**East River  
NB  
CANADA**



**Belledune  
NB  
CANADA**



**Manassas  
VA  
USA**



## FACILITY SPECS

# Convertus Manassas



 LOCATION:  
Virginia, USA

 YEAR BUILT:  
1994

 SIZE:  
15.5 ha

### Operation:

Windrow Composting, Advanced Odour Abatement

### Feedstock

SSO, L&Y waste

### Process Length

60 Days

### Outputs

Compost, Mulch and Soil Amendment Products

### Odour Abatement

Biofilters + Airflow Management

### Permitted Capacity

100 000 tpy



# Key Improvements and Progress

- + Reinforcing Fundamentals
- + Compliance and Safety
- + Consistency & Reliability
- + One-Team Culture
- + Customers Relations
- + Recognized two major long-term site improvement opportunities
  - + Creating high quality products catering to the market needs.
  - + Optimizing the operations to create (new equipment) high-quality compost.



Before



Large piles of unprocessed material

After



Significant reduction in unprocessed material



## Before



Large piles of unprocessed material in receiving bay.

## After



Significant reduction in unprocessed material; streamlined and organized layout.

## Before



Doppstadt screener out of commission,  
limiting operations.

## After



Fully functioning Vermeer and  
Doppstadt screeners running  
efficiently with increased uptime.



## Before



Limited inventory available, resulting in missed sales opportunities.

## After



Increased inventory levels, enabling more sales and better customer satisfaction.

## Before



Limited to consistently producing tiling compost due to equipment issues.

## After



Enhanced capabilities to produce both tiling and topdressing compost consistently with improved quality and reliability.



# Convertus Quality Compost

Premium. Local. Sustainable.



Sourced from local food waste, this all-purpose, ready-to-use soil amendment contains organic matter, which when blended with existing soil can help improve soil structure, increase aeration, enhance draining and boost moisture retention.



Safe for people, pets and plants.



Convertus adds nutrient-rich food scrapes to the local yard-waste to feed plants and lawns.



Farmer-founded to help make local soils healthier and our community more sustainable.

## MAKING AN IMPACT



### PAIR Commitment

- The PAIR certification program is the premier social responsibility program with an emphasis on Indigenous relations
- Leading with our corporate value of Care, we will communicate and operate with respect, honesty, transparency, and integrity to build long-term trusting, lasting and mutually beneficial relationships with Indigenous people



### Living Wage Employer

- A Living Wage Employer calls on companies to meet a higher standard to ensure wages reflect the true costs of living in the community.
- Convertus was the first waste management program in British Columbia to acquire this certification.



### Climate Innovation Roundtable – Rotterdam, NL

- CTO Cornelis Stelwagen participated in the Climate Innovation Roundtable organized jointly by the Government of Canada and the Global Center on Adaptation
- Dialogue highlighted innovative solutions, ideas, and collaborations required to achieve the economic and social transformation required to limit warming



### California Foundation on the Environment and the Economy Tour

In September 2021, Convertus had the pleasure of hosting the CFEET to study the advanced circular economy and recycling policies and projects in BC and ON. The delegation – led by the State Treasurer and the Chair of the Senate Environmental Quality Committee – consisted of California state legislators and a mix of industry, local government, and environment leaders looking to bring best practices back to California.



MAKING AN IMPACT

# Cleaning Up and Giving Back

Whether it be participating in Earth Day cleanups or gathering goods for local shelters and groups in need, Convertus proudly takes every opportunity to be an active support for the communities we serve.





# Awards and Recognition



**Chamber of  
Commerce – 2023**

Environmental  
Leadership  
*Nominee*



**Green Economy  
London – 2021**

Environmental Steward  
of the Year  
*Winner*



**Chamber of  
Commerce – 2021**

Environmental Leadership  
*Finalist*



**Canadian Biogas  
Industry – 2019**

Project of the Year  
*Winner*



**Canadian Biogas  
Industry – 2019**

Innovation  
*Winner*



## **Next Steps**

- **Optimizations continue with the integration of HR, Operations, IT and Finance teams.**
- **Growth in Eastern US**