

Proud Members of:



Glass Recycling

Council of Governments – DC Metro

Bill Clark | Regional Supply Manager

Agenda



- Who is Strategic Materials?
- Why Glass?
- Collection Options
- Possible Solutions

Strategic Materials

Markets Served

We are the largest glass recycler in North America, with **nearly 50 plants**.

With over **120 years of experience**, we are a recycling market leader for glass.

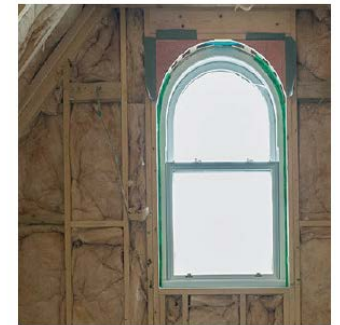
The markets we serve with our recycled glass helps to **reduce manufacturing costs and improve sustainability**.



Container



Abrasives



Fiberglass



Highway Bead



Fillers



Plastic

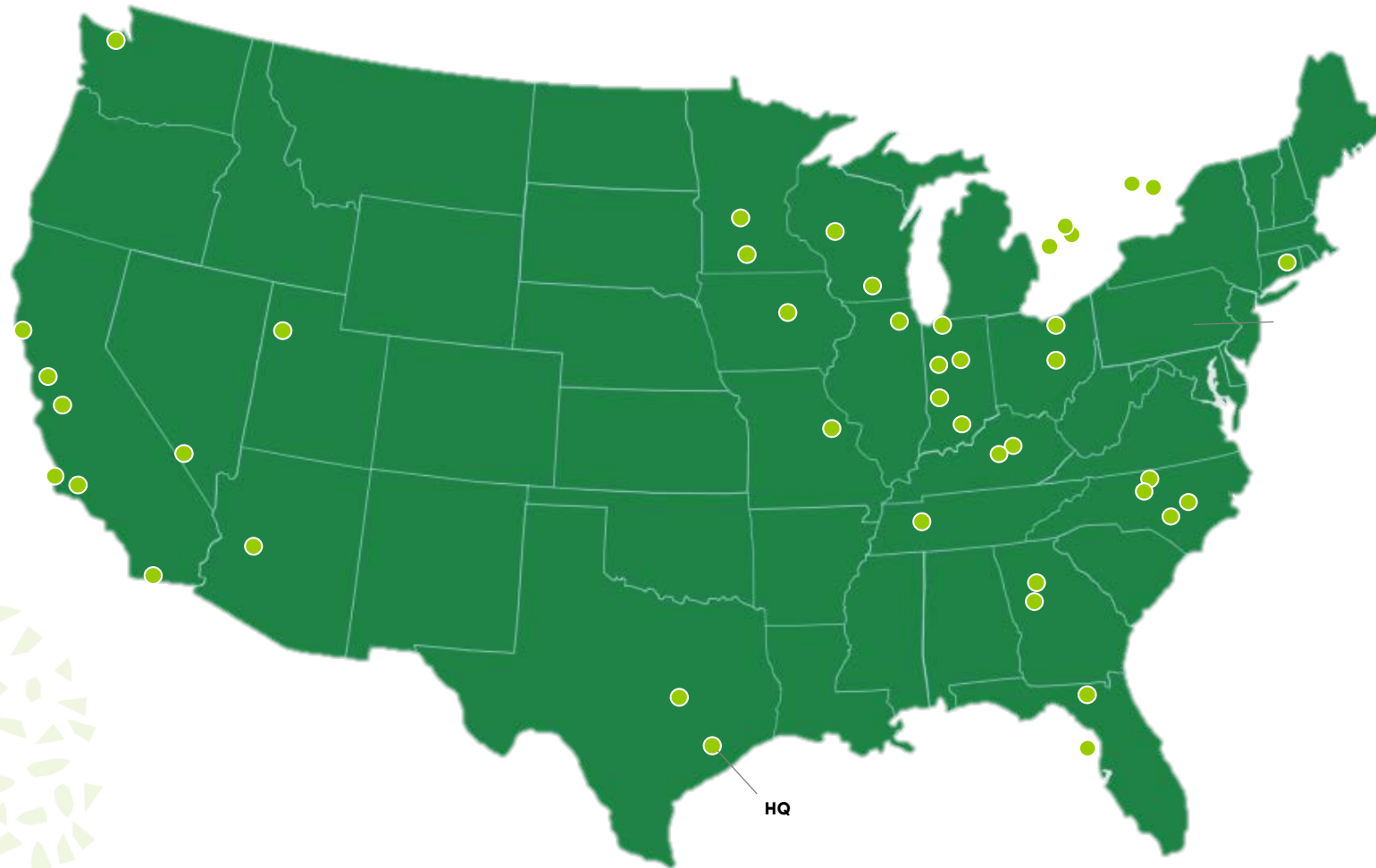


Specialty

We recycle nearly **3 million tons of glass** a year into a variety of applications.

Strategic Materials

Our Footprint



HQ

Why Glass?

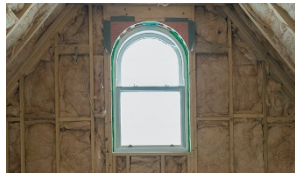
End Markets



Glass Containers



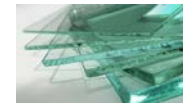
Fiberglass



Why is recycled glass used?

- ✓ Saves on energy & CO₂ emissions
- ✓ Increases throughput
- ✓ Extends furnace life
- ✓ LEED credits (fillers and insulation)
- ✓ It is chemically inert, safe packaging
- ✓ It is ocean-friendly

Flat Glass



Fuyao Glass America Inc.

Highway Bead



Glass is likely the most stable commodity in the stream for the past 5 years. All these benefits positively impact the local economies through job support.

Collection for Local Use



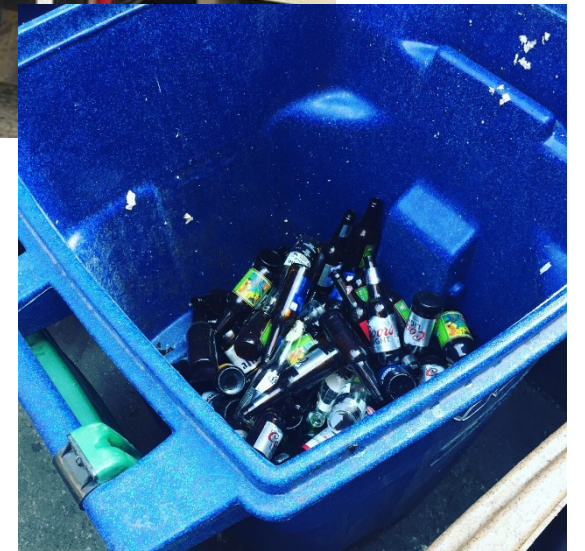
- What's the cost of doing nothing?
- Landfill daily cover, other uses
- Construction uses
 - Cost of local processing, inventory, sales & equipment maintenance



Collection Programs



- .Regional Aggregation sites
 - Public / Private management
 - Available for collectors
 - Source separated material
 - MRF not required
- Private collectors
 - Consumer activity hub provides material for collections



Cost of Collection



- Maximize logistics
 - Material handling efficiency, flow charting, truckload quantities (economies of scale)
- Handle once, store, ship to processor



Maximize Glass Value



(\$\$\$) Negative Value

\$\$\$ Positive Value

Maximize the Value of Glass



- Glass price is directly tied to quality of material received. Lower quality = Lower Price
- E.g. Source separated flint, amber, green = positive value (highest value)
- E.g. 3-mix/single stream = variable value
- Glass Quality dependent on MRF processing capability / desire
- MRF processing capability dependent on City quality requirements

Glass Economic Drivers

		Undersize									
		0.0%	5.0%	9.0%	10.0%	15.0%	20.0%	24.0%	25.0%	30.0%	35.0%
Non-Glass I	0.0%	\$ 13.20	\$ 11.75	\$ 10.59	\$ 10.30	\$ 8.85	\$ 7.40	\$ 6.24	\$ 5.95	\$ 4.50	\$ 3.05
	5.0%	\$ 1.02	\$ (0.43)	\$ (1.60)	\$ (1.89)	\$ (3.34)	\$ (4.79)	\$ (5.95)	\$ (6.24)	\$ (7.69)	\$ (9.13)
	10.0%	\$ (10.59)	\$ (12.04)	\$ (13.20)	\$ (13.49)	\$ (14.94)	\$ (16.39)	\$ (17.55)	\$ (17.84)	\$ (19.29)	\$ (20.74)
	15.0%	\$ (15.52)	\$ (16.97)	\$ (18.13)	\$ (18.42)	\$ (19.87)	\$ (21.32)	\$ (22.48)	\$ (22.77)	\$ (24.22)	\$ (25.67)
	20.0%	\$ (19.14)	\$ (20.59)	\$ (21.75)	\$ (22.04)	\$ (23.49)	\$ (24.94)	\$ (26.10)	\$ (26.39)	\$ (27.84)	\$ (29.29)
	25.0%	\$ (23.20)	\$ (24.65)	\$ (25.81)	\$ (26.10)	\$ (27.55)	\$ (29.00)	\$ (30.16)	\$ (30.45)	\$ (31.90)	\$ (33.35)
	30.0%	\$ (29.73)	\$ (31.18)	\$ (32.34)	\$ (32.63)	\$ (34.08)	\$ (35.53)	\$ (36.69)	\$ (36.98)	\$ (38.43)	\$ (39.88)
	35.0%	\$ (37.70)	\$ (39.15)	\$ (40.31)	\$ (40.60)	\$ (42.05)	\$ (43.50)	\$ (44.66)	\$ (44.95)	\$ (46.40)	\$ (47.85)
	36.0%	\$ (39.44)	\$ (40.89)	\$ (42.05)	\$ (42.34)	\$ (43.79)	\$ (45.24)	\$ (46.40)	\$ (46.69)	\$ (48.14)	\$ (49.59)

Better Quality Supply = Better Pricing

Possible Solutions



- Rural drop-off
- Metro drop-off
- Bar & Restaurant Collection



Thank You



Bill Clark | Regional Supply Manager
bclark@strategicmaterials.com



[Facebook.com/strategicmaterials](https://www.facebook.com/strategicmaterials)

[Twitter.com/stratmaterials](https://twitter.com/stratmaterials)

[LinkedIn.com/strategicmaterials](https://www.linkedin.com/company/strategicmaterials)

[Instagram.com/strategicmaterials](https://www.instagram.com/strategicmaterials)