



**NORTH CAROLINA
RECYCLING BUSINESS
ASSISTANCE CENTER**

A cooperative effort
of the N.C. Department of
Environment and Natural
Resources and the N.C.
Department of Commerce.

Recycling Works

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Brooks Contractor Expands, Now Offers "Full-Service" Recycling

By Wendy Worley, Market Development Specialist

Judy and Dean Brooks have carved out a unique niche in North Carolina's recycling industry. Their Chatham County composting company, Brooks Contractor, has continued to expand its recycling operations and food waste collection programs for restaurants, cafeterias and grocery stores.

In operation since 1992, Brooks Contractor ("Brooks") has become one of the largest privately owned and operated state-permitted compost facilities in North Carolina and is a recognized leader in organics recycling. This 30-acre facility began accepting organics in the early 1990s to convert this material into a valuable compost product.

"Brooks started out with two employees, only a handful of customers, and a few hundred tons of organics coming in," said Judy Brooks. "And today – with a substantial customer base and more than 66,000 tons of organics being accepted per year – this small family business now employs 12 full-time employees, a few part-timers, and owns and operates a fleet of trucks."

In the late 1990s, Brooks began collecting food waste from restaurants, microbreweries, cafeterias and grocery stores in Orange County. The program recycled about 700 tons in its first year. With numerous customer expansions, including the N.C. Farmer' Market in Raleigh, last year Brooks' food waste program recycled more than 24,000 tons of food waste from Orange, Wake, Durham and surrounding counties.

Brooks Contractor provides 65-gallon Toter collection containers for most of its food
(See Brooks, Page 2)



A vendor uses one of Brooks Contractors' food waste collection containers at the State Farmers' Market in Raleigh.

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RBAC Welcomes its Newest Colleague

Brian Rosa has been with DPPEA since May 2003. He provides technical assistance to communities, businesses, industries and individuals in methods for recycling organic wastes into value-added products such as composts and mulches.

Brian has more than 15 years' experience in waste reduction, recycling and composting. Brian started his career in recycling at the grassroots level, instituting the local recycling drop-off center in his community. Brian has worked as a project manager on an office paper recovery program for a nonprofit organization, recycling and an environmental education coordinator for a landfill in Shiawassee County, Mich. Prior to coming to DPPEA, Brian owned and operated a company that specialized in organic waste reduction consulting and compost/vermicomposting equipment sales and services.



Brooks, from page 1

waste customers. These containers, used in a similar manner to existing solid waste disposal containers, minimize the operational changes needed to be put into place by its customers. Where space allows, Brooks also offers eight-yard containers or roll-off service for food waste collection.

To safeguard against potential contaminants in the organic material, Brooks provides in-depth training to its customers' employees. This training conveys information about diverting compostable organics and demonstrates efficient methods for material separation.

A fee is charged based on the tonnage of food waste collected and the weight of each container before it is unloaded into the organics truck. This organics diversion program may save Brooks' customers money contingent upon the alternative costs of trash collection and disposal.

The collected food wastes are turned into valuable compost, topsoils and soil amendments, which are sold to landscapers and gardeners throughout North Carolina and into parts of South Carolina and Virginia. Beginning with one original compost product, Brooks has expanded its product line to include more than eight different products. In addition to the original compost, a list of topsoil and flowerbed mixes is available to meet varied landscaping needs.

In the last 24 months, two new recycling programs have been added to the services offered by Brooks, including a "document destruction" paper recycling service and a container recycling service for plastics, steel, aluminum and glass. Brooks can now offer its customers a full-service recycling collection program.

"Offering a quality service and a quality end-product – plus honesty and hard work – is the key to our success and makes Brooks Contractors a profitable business," concluded Judy Brooks.

Compost School

Two-Day Workshop
Tuesday/Wednesday, Dec. 2-3,
UNC-Greensboro

This workshop covers compost production, compost tea, compost usage, vermicomposting and backyard composting. Sponsored by Carolinas Composting Council and N.C. Division of Pollution Prevention and Environmental Assistance.

Registration/details:

<http://www.p2pays.org/compost/compostschool.pdf>



Symmetree® Scholarships for Recycling Businesses

For most recycling companies, every day brings new challenges. Recycling businesses can learn how to manage in a changing environment for free this fall.

The N.C. Recycling Business Assistance Center (RBAC) is providing scholarships for North Carolina recycling businesses to attend the SymmeTree change management course being presented by the North Carolina Small Business and Technology Development Center (SBTDC). The course will be presented on Oct. 31 - Nov. 1 in Raleigh at the Parker Lincoln Building, DENR Training Room, at 2728 Capital Blvd.

In addition to the \$500 per student RBAC scholarship, the NC SBTDC will waive the co-pay, making the course, valued at \$695, free to recycling businesses.

SymmeTree is an intensive, research-based, two-day program that not only identifies change management skills, but also allows participants to experience and practice them. The course integrates strategic thinking and enhanced decision-making to find new solutions to hard management issues that recycling businesses often face. For further information or to apply for a scholarship, contact Tom Rhodes at (919) 715-6516 or Dan Blankenship at (919) 715-2651.

Recycling Business Development Grants Now Available

The N.C. Division of Pollution Prevention and Environmental Assistance (DPPEA) is conducting a Recycling Business Development Grant Cycle for Fiscal Year 2003-04. DPPEA has committed \$300,000 from the Solid Waste Management Trust Fund for this grant cycle. Applicants may request any amount of funding up to a maximum of \$50,000. Applicants must provide at least a 50 percent cash match (not including in-kind services) to the requested amount.

Private sector and nonprofit organization applicants are eligible for this funding. Any material that can currently be disposed in a municipal solid waste (MSW) landfill, construction & demolition (C&D) debris landfill, or land clearing and inert debris (LCID) landfill is eligible for consideration for this grant round. However, special consideration will be given to priority materials including: C&D, organics (except yard waste), and paper.



SCHOLARSHIPS For Recycling Entrepreneurs

Register now for the next course offerings. These exciting, business-building courses are designed to give entrepreneurs the skills needed to grow their recycling businesses.

To apply for your scholarship, call:
(919) 715-6516 (RBAC), or
(919) 715-7272 (SBTDC)



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A request for proposals (RFP) will be released by Oct. 1, 2003, with proposals due by Nov. 21, 2003. Grants should be awarded by early 2004.

Please visit <http://www.p2pays.org> for more information about the 2004 Recycling Business Development Grant Cycle, or contact Matt Todd at (800) 763-0136 or (919) 715-6522, or via e-mail at matthew.todd@ncmail.net.

Get Ahead in Your Recycling Business: Join CRA!

If your business is like many small to medium-sized recycling companies, you are more than likely looking for every opportunity to increase your company's profitability. Did you know that the Carolina Recycling Association (CRA) can expand your network of contacts, help your recycling business grow, aid in finding new marketing opportunities for your business, and also help you learn about the latest recycling technology and trends?

The CRA is one of the largest state-based recycling associations in the United States, serving both North Carolina and South Carolina. Its mission is to conserve resources by advancing waste reduction and recycling throughout the Carolinas. A 13-member board of directors and two full-time staff members – Executive Director Kerry Krumsiek and Program Coordinator Lisa Frase – govern the organization.

Networking and Marketing Opportunities

The CRA represents more than 400 members (individuals, small businesses, multinational corporations, state government agencies, and local governments) who are committed to reducing waste, promoting recycling and buying recycled products. This large membership creates excellent opportunities for members to make valuable contacts with colleagues and potential customers.

"The business contacts that I have made by being a member of CRA have had a positive influence on my company's growth and profitability."

-- Tom Fahrland, Tri-State Process Equipment



Conserving Resources by Advancing Waste Reduction and Recycling in North & South Carolina



CRA Program Coordinator Lisa Frase (L) and Executive Director Kerry Krumsiek.

Educational Opportunities

The CRA sponsors a variety of educational workshops, seminars and tours. In addition, CRA members receive CRA's quarterly newsletter, regular fax updates, and access to an online membership directory. The CRA's largest and most exciting event is its annual three-day conference that brings together more than 500 people from as many as 27 states and Canada. Mark your calendars (March 22-25, 2004) for the next CRA conference to be held at the Adam's Mark Hotel in Charlotte.

Special Interest Opportunities

At the heart of the CRA's success is its highly dynamic member volunteer councils organized around the following special interest areas:

- Collegiate Recyclers Coalition
- Carolinas Composting Council
- Green Building Council
- Household Hazardous Waste (HHW) Council
- Recyclers' Networking Council
- RTP Business Recycling Council

CRA PUBLICATIONS

- **Rword** – Nationally acclaimed quarterly news letter covering topics such as regional and local government news, member profiles, business news, products and processes, updates and legislative affairs.
- **Rfacts** – Monthly bulletin about breaking CRA news and events taking place in the solid waste and recycling fields.
- **Online Membership Directory** – A valuable resource for your business or organization, accessible from the CRA Web site: <http://www.CRA-recycle.org>.
- **Other Special Interest Publications** – Carolina Composting Resource Guide, HHW Technical Resource Guide, and CRA informational fact sheets.

"I urge all recycling business owners in the Carolinas to consider joining CRA. It has certainly been a beneficial partnership for us."
 -- *Noel Lyons, general manager, McGill Environmental Systems / member of CRA Board of Directors.*

"I have found the annual CRA conference to be an important educational and networking experience for my company."
 -- *Brett Rhinehardt, CompuTel*



Charlotte, N.C.
March 22-25, 2004

CRA Membership/Contact Information

Organizational Membership Levels

Large Business.....\$350
 Small Business.....\$200
 Nonprofit/School/University....\$130

Sample Membership Benefits

- Inclusion in online directory
- CRA wall certificate
- Discount ad rates
- Subscriptions to CRA publications
- Discounted registration rates to CRA events
- One designated vote
- Access to members-only area on Web site

Individual Membership Levels

Individual Sustaining.....\$100/yr
 Individual Voting.....\$ 60/yr

To join, contact the CRA at:

Carolina Recycling Association
 PO Box 1578
 Pittsboro, NC 27312
 Phone: (919) 545-9050
 Fax: (919) 545-9060
 E-mail: CRA@CRA-recycle.org
<http://www.CRA-recycle.org>

RBAC Gives Markets Directory a New Look

By Matt Todd, Market Development Specialist

You may know it as the Directory of Markets for Recyclable Materials (DMRM). But the directory now has a new name, the N.C. Recycling Markets Directory – and a new look to go with it.

The improved layout includes a simple presentation and no-nonsense search options. Users have the option of searching for markets by material category or company name. In addition, if you are uncertain about the category your material may be listed under, users can view an alphabetical list of all materials.

The N.C. Recycling Markets Directory (<http://www.p2pays.org/dmrm>) is filled with information on companies that collect, handle, process, broker or are end-users of a wide range of recyclable materials,

ranging from ABS plastic to zinc oxide and everything in between. If you want to list your company in the markets directory, you may do so electronically by clicking on the “Get Listed” link at the top of the page.

A business already listed in the markets directory can update company information by going to its listing and clicking on the “update company information” link.

Please contact Matt Todd, directory administrator and recycling markets development specialist, with any problems searching, using, listing, updating or navigating the N.C. Recycling Markets Directory. Matt can be contacted at (919) 715-6522 or (800) 763-0136, or by e-mail at matthew.todd@ncmail.net.



[RBAC Home](#)

[Search Directory](#)

[Get Listed](#)

[N.C. WasteTrader](#)

[Need Help?](#)

Search Directory: Use this as a tool to find an outlet for your recyclable materials. If you're not sure under which category to find your material, see our complete [LIST](#) of materials.

By material. Select the *general* type of material you want to recycle from the drop-down list below, then click "Go."

STEP 1

By name. If you know the name of the recycling company you seek, please select the first letter of the company's name:

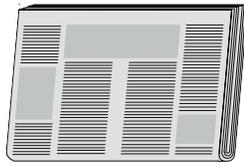
[A](#), [B](#), [C](#), [D](#), [E](#), [F](#), [G](#), [H](#), [I](#), [J](#), [K](#), [L](#), [M](#), [N](#), [O](#), [P](#), [R](#), [S](#), [T](#), [U](#), [V](#), [W](#), [Y](#)

Get Listed: If your company is not currently listed, you can do so [electronically](#) or by contacting RBAC staff at the numbers below.

You might also want to consider listing materials available/wanted on [NC WasteTrader](#), North Carolina's marketplace for discarded or surplus materials or products.

Need Help? [Please visit our help page](#) or contact the RBAC Market Development Team at (919) 715-6500 or (800) 763-0136.

Recycling Businesses



in the News

Green Power Energy Holdings LLC is looking for new suppliers of clean wood waste in North Carolina. Green Power is a cogeneration facility located in Kenansville. In November 2002, Green Power obtained a permit modification to allow the plant to add clean wood waste as fuel. The plant now has the capacity to use approximately 512 tons per day of clean wood waste. Contact Wayne Coverdale at (910) 392-7690 or gpeh@ec.rr.com for more information and to make market arrangements.



With full production plans slated for Oct. 1, **Elizabeth City Glass (ECG)** will begin to produce decorative glass paving tiles made from recycled glass. The company will take unsorted, recycled container glass from the commercial and residential sectors in Northeastern North Carolina. This facility will create a much-needed market for recycled glass as well as produce high-end decorative paving stones that will initially be sold in specialty stores in Northeastern North Carolina, Raleigh, Greensboro and Charlotte. Look for more information about ECG in the next issue.



If you have a news item about your recycling business that you'd like to see in this column, please contact Wendy Worley at wendy.worley@ncmail.net or (919) 715-6542.

Recycling Works is published by the N.C. Recycling Business Assistance Center (RBAC), a program of the Division of Pollution Prevention and Environmental Assistance of the N.C. Department of Environment and Natural Resources (DENR). For more information call (919) 715-6500 or (800) 763-0136, or write to DPPEA, 1639 Mail Service Center, Raleigh, NC 27699-1639.

Michael F. Easley, Governor, North Carolina
William G. Ross Jr., Secretary, Department of Environment and Natural Resources



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LOANS FOR RECYCLING COMPANIES

A Project of the N.C. Environmental Loan Fund

Commercial & SBA Loans from \$10,000 to \$2.5 million for Collection, Processing, Composting, Reuse, Organics, Recycling Equipment & End-Use Manufacturing.

Need a loan with reasonable interest rates and flexible underwriting standards? We may have the answer! Self-Help has the expertise and programs to help recycling businesses throughout North Carolina. Call today to learn how a Self-Help loan can strengthen your enterprise.



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www.self-help.org

N.C. Environmental Loan Fund: Self-Help established the N.C. Environmental Loan Fund to provide financing to small businesses and other organizations that preserve our natural resources. Projects that are targeted for financing include recycling firms, land conservancies, environmental consulting and services, environmental equipment firms, and sustainable development products and services. Self-Help has extended more than \$6 million in financing to this growing and important segment of our economy.

Does Your Waste Have a Home?

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Near You...

www.ncwastetrader.org
N.C.'s Industrial Waste Exchange

Have Your Waste Ready!

for more information, call:
Tom Rhodes, (919) 715-6516





**N.C. RECYCLING BUSINESS
ASSISTANCE CENTER**
DIVISION OF POLLUTION PREVENTION
AND ENVIRONMENTAL ASSISTANCE
1639 MAIL SERVICE CENTER
RALEIGH, NC 27699-1639

ADDRESS SERVICE REQUESTED



*The Recycling Business
Assistance Center
(RBAC) is a program of the
North Carolina
Division of Pollution
Prevention and
Environmental Assistance.*

Call (919) 715-6500 or
(800) 763-0136 for free
technical assistance and
information about preventing,
reducing and recycling waste.



North Carolina market prices for recyclables

| Item | Western Region | Central Region | Eastern Region |
|--|----------------|----------------|----------------|
| METALS | | | |
| Aluminum Cans, lb. loose | \$0.48 | \$0.38 | \$0.5225 |
| Steel cans, gross ton baled | \$40 | \$48 | \$55 |
| PLASTICS | | | |
| Central Region markets plastics together | | | |
| PETE, lb. baled | \$0.12 | \$0.065 | \$0.12 |
| HDPE, lb. baled | Natural | \$0.17 | \$0.18 |
| | Colored | \$0.135 | \$0.135 |
| PAPER | | | |
| Newsprint, ton baled | \$65 | \$55 | \$66 |
| Corrugated, ton baled | \$70 | \$65 | \$72.50 |
| Office, ton baled | \$90 | n/a | \$160 |
| Magazines, ton baled | ** | \$60 | *** |
| Mixed, ton baled | \$30 | n/a | \$30 |
| GLASS | | | |
| Eastern Region sells glass F.O.B. origin | | | |
| Clear, ton crushed delivered | \$30 | \$16.50 | \$21 |
| Brown, ton crushed delivered | \$20 | \$26.50 | \$17 |
| Green, ton crushed delivered | \$10 | (\$12) | (\$9) |

*Central Region prices from August 2003.

**Markets with mixed paper.

***Markets with newsprint.

Note: Prices listed above are compiled by RBAC and are for reference only. These prices are not firm quotes. RBAC obtained pricing information from processors for each category and developed a pricing range.

Visit RBAC online at <http://www.p2pays.org/rbac>

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