

**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

Volume 10, Number 1

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## Elizabeth City Glass Opens for Business, Provides Needed Market

*By Matt Todd, Market Development Specialist*

Located in Pasquotank Industrial Park on the north side of Elizabeth City, Elizabeth City Glass Inc. (ECG) is gearing up to provide a much needed end-use glass recycling market in northeastern North Carolina.

ECG is a processor of mixed post-consumer container glass. This material is recycled into aggregates, sandblasting abrasives, filter sands and fused glass products.

The company has been in the R&D phase since 2001, and CEO Shawn LeMond is eager to begin operations at the new facility. "We are very excited to be shifting the company from the drawing board to a brick

and mortar phase - the planning is paying off now."

The brand new facility includes a 16,000 square foot building with most operations under roof. Outside, the truck scales and large industrial-sized hopper provide the tools for handling feedstock coming into the facility. The hopper has a load capacity of 20 tons and operates like a large dump truck. Material is offloaded from trucks directly into the hopper, which is level to the ground. Outfitted with hydraulic lifts to gravity-feed the conveyor, the hopper then delivers material to the glass processing operation.

The plant has the capacity to process 20 tons of glass per hour. The finished material can be used as a partial aggregate in 3500 psi cement, as a sandblasting abrasive, as swimming pool and water treatment filter sand, and in the production

*(See Glass, Page 2)*



**ECG CEO Shawn LeMond points out the part of his operation where the waste glass is dumped prior to being lifted from the hopper to feed the conveyor.**

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## Recycling Businesses Find Balance with Symmetree®

Getting a fledgling recycling business off the ground and making it turn a profit is quite a challenge. Maintaining its success through times of change can be equally daunting. Though change is inevitable, it's the point at which a business proves its mettle. That's where the "SymmeTree" change management course can prove invaluable to a small recycling company. "SymmeTree", developed by the North Carolina Small Business and Technology Development Center (SBTDC), helps small businesses meet the challenge of change by providing a hands-on opportunity for learning how to "roll with the punches."

In November 2003, 10 North Carolina recycling business owners and managers graduated from "SymmeTree" Change Management Courses sponsored by the N.C. Recycling Business Assistance Center (RBAC) and presented by SBTDC through a scholarship grant from RBAC.

Course graduate Susan Newman, who owns New Life Plastic Recycling in Graham, says, "the biggest plus I got from the workshop was to encourage more "brainstorming" ... and to pay more attention to the different personalities within my workforce to better utilize

the variety of skills available to me. I thoroughly enjoyed the workshop."

For more information on SymmeTree scholarships and the SymmeTree Course, contact Tom Rhodes at (919) 715-6516.



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**(919) 715-6516 (RBAC), or**  
**(919) 715-7272 (SBTDC)**

### *Glass, from page 1*

of fused container glass products such as pavers and other products found in precast concrete form.

Most of the mixed post-consumer container glass accepted by ECG is generated in northeastern North Carolina and southeastern Virginia. ECG's location should provide a viable end market for the local area, the Outer Banks and the high volume recyclers in southeastern Virginia. The large Hampton Roads metro area of Virginia is just 40 miles north.

ECG opened to full glass intake at its Pasquotank facility Jan. 1, 2004, and will expand product production over the coming months. When fully staffed, the facility will employ 40-50 people. LeMond is excited about providing good jobs for northeastern North Carolina. "We're insistent on paying a wage that allows ECG employees to not only live, but sufficient to improve their lives and their families."

The Pasquotank facility is serving as a full-scale, operational pilot project. ECG considers this new facility a

first step in providing a comprehensive glass recycling market that not only recycles glass, but also produces a variety of finished goods. LeMond says ECG has expansion plans in the coming years. "ECG is currently evaluating sites to select five expansion locations, with two potential North Carolina sites: one just east of Statesville and one in Smithfield."



**Just one example of the molded concrete products that will be produced from recycled container glass by ECG.**



## March Carolina Recycling Conference & Trade Show to Feature Recycling Business Sessions and Tours

The emergence of new and innovative businesses and industries, along with the application of new technologies and aggressive in-house recovery efforts, are the lifeblood that invigorates the growth of the recycling industry. Come discover a variety of business-oriented success stories at the 14th annual Carolina Recycling Conference & Trade Show scheduled for March 22-25 at the Adam's Mark Hotel in Charlotte.

An entire conference track will be devoted to business/industrial recycling activities in the Carolinas. This track will include exciting sessions on how to start or expand a business-recycling program and how to manage industrial byproducts. Other sessions will address topics ranging from new market trends for curbside collection, food residuals, electronics and glass recovery programs, to the financial tools available to help make these programs a reality and how to access them.

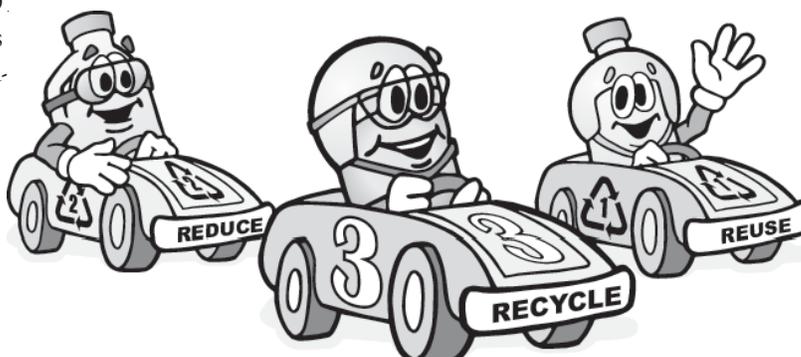
In addition, the conference's Green Building Track will highlight recycling companies and activities in the areas of construction and demolition (C&D) debris, including wood waste, mixed C&D processing and reuse markets for C&D materials. In addition, a policy discussion on local ordinances and LEED building design standards will take place. A companion tour will include visits to a local pallet recycler and a

recycler of concrete and other inert materials.

Speaking of tours, the business/industrial tour will include a spinning plant that recycles more than 98 percent of its generated waste. Visitors will see the entire process—from the bales of cotton entering to the finished thread leaving the plant. The composting tour will include UNC-Charlotte's food waste composting program and a family-owned and operated business that composts a wide variety of organic materials including animal manures, wood waste and food waste.

Plan to attend as many of these sessions and tours as possible to learn how recovery of these materials creates jobs and capital investment, and contributes to both private and public sector waste reduction efforts.

For more information, contact Kerry Krumsiek at (919) 545-9060 or [kerryk@cra-recycle.org](mailto:kerryk@cra-recycle.org).



# The N.C. Department of Commerce: *Helping Existing Business/Industry Grow in N.C.*

By Sherry Yarkosky, Industrial Development Specialist

The Department of Commerce Existing Industry Services (EIS) Office offers retention and expansion services to companies currently located in North Carolina. EIS provides information to companies on grants, permits, tax credits, technology transfer, financial options and training. Through partnerships developed with other state and local agencies, EIS also serves as a link for obtaining any other information requested by businesses. EIS is staffed by industrial developers located in nine regional offices spread throughout the seven regions of the state: Asheville, Bryson City and Lenoir in the Western Region; Charlotte in the Carolinas Region; Greensboro in the Piedmont Triad Region; Raleigh in the Research Triangle Region; Fayetteville in the Southeastern Region; Greenville in the Eastern Region; and Edenton in the Northeastern Region.

Through a pilot program started in February, EIS expanded its mission to help companies succeed and grow with the establishment of the Business & Industry ServiCenter. The one-stop call center offers its services to businesses in Buncombe, Burke, Cherokee, Clay, Graham, Haywood, Henderson, Jackson, Macon, Madison, McDowell, Mitchell, Polk, Rutherford, Swain, Transylvania and Yancey counties.

The ServiCenter guides Western North Carolina businesses to appropriate services throughout the state by providing a "one-stop" information and resource center for businesses. The ServiCenter typically helps businesses in the areas of financing,

training, workforce issues, marketing, exporting, government procurement, new product development, regulatory issues, expansions, technology, taxes, insurance, licensing, business start-up and entrepreneurial support. As with EIS, the ServiCenter can also assist businesses with any other informational needs.

The program has quickly become a valuable resource for businesses in a region that includes nearly 15,000 companies, most of which are small- and medium-sized businesses that employ fewer than 500 workers. "The success shown by the ServiCenter in helping to retain and assist existing businesses in Western North Carolina has met and exceeded our expectations for the program," said EIS Manager Gene Byrd. "Our long-term goal for the program remains to expand the service statewide."

Companies may contact the ServiCenter by visiting <http://www.nccommerce.com/servicenter>. Companies may also call toll-free to (866) 259-9846 or contact Annette Ragan at (919) 715-6134 or Gene Byrd at (919) 715-7393.



## Regional Existing Industry Developer Contacts

Office	Contact	Phone	E-mail
Western Regional Office (Bryson City)	Cindy Messer	(828) 488-0300	cmesser@nccommerce.com
Western Regional Office (Fletcher)	Ronnie James	(828) 654-9852	rjames@awnc.org
Western Regional Office (Boone)	Joe Holbrook	(828) 262-1345	joe.holbrook@mindspring.com
Charlotte Regional Office	Alan Plyler	(704) 547-5750	aplylerncdoc@mindspring.com
Piedmont Triad Regional Office	Bernard Torain	(336) 668-0474	batorain@bellsouth.net
Research Triangle Regional Office	Jay Tilley	(919) 840-9254	jtilley@nccommerce.com
Southeastern Regional Office	Ken Allen	(910) 486-1549	ken.allen@mindspring.com
Eastern Regional Office	Donna Phillips	(252) 355-9048	djphillips@coastalnet.com
Northeastern Regional Office	John Gurganus	(252) 482-2444	jgurganus@coastalnet.com

# North Carolina Businesses Exchange Trash for \$\$\$

By Tom Rhodes, Waste Management Analyst

Back in November of 2002, Travis Hames, owner of Hames Recycling in Forest City, had a problem. With 10,000 pounds of polyester fabric to dispose of at his facility, he faced \$185 in landfill disposal fees, plus additional hauling costs to get rid of what seemed like a perfectly usable material.

Then he discovered NC WasteTrader, North Carolina's premier free waste exchange service. As Hames says, "After listing the polyester on NC WasteTrader, we received several calls asking about it. One call was from Blue Ridge Recycling, which wanted to buy it. Not only did we avoid the landfill tipping fee and hauling charges, but we were actually able to sell the material for \$660."

The experience of Hames Recycling is exactly the reason NC Waste Trader was started. Businesses and industries are finding it a strong ally in their waste reduction efforts. Companies across North Carolina, as well as throughout the Southeast, have used the free service to find markets for items that had previously been sending to the landfill. Users of the service have saved significant landfill fees and often realized an income from a number of so-called waste products. And as Travis Hames says, "NC WasteTrader is a great service and it's very simple to use."

Gary Hunt, director of the N.C. Division of Pollution Prevention and Environmental Assistance (DPPEA), says he is convinced that NC WasteTrader creates a win-win situation for businesses and the environment. "We're trying hard to expand the use of the service; the more listings we get, the more likely all participants will be able to find a home for their wastes, or cheap sources of usable materials. In turn, successful trades equate to fewer materials being disposed, lengthening the lives of area landfills."

Unlike many other waste exchanges, NC WasteTrader is an active marketplace. Listings don't just sit there -- DPPEA manages each commodity listing, improving its chance for successful trade. As companies list their waste materials on WasteTrader, each commodity is assigned to a team member. The team member then attempts to match the commodity with a company that can use it. The team member also locates materials for companies. Either way, compa-

nies looking for materials or those seeking users for waste products can save money and protect the environment at the same time.

After listing its 28,771 pounds of baled, plastic strapping on NC WasteTrader, Interface Fabrics found a market for it. "We sold the material to a strapping manufacturer and now we're saving more than \$1,000 every two months because they give us credit toward purchasing new strapping. That's in addition to saved waste handling costs," said Interface Fabrics Manager Allen Drew. "We started chopping the strapping instead of baling it, and now everybody seems to want it! WasteTrader worked well for us."

As a growing number of companies are discovering, the intersection between profitability and environmental protection can be found at NC WasteTrader.

Companies wishing to list waste commodities can visit the Web at <http://www.ncwastetrader.org>.

*Does Your Waste  
Have a Home?*

*Available on a Computer Screen Near  
You...*

[www.ncwastetrader.org](http://www.ncwastetrader.org)  
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*for more information, call:*  
Tom Rhodes, (919) 715-6516



N O R T H C A R O L I N A  
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# Waste Reduction Partners Update



By Terry Albrecht, WRP Program Director

Waste Reduction Partners (WRP) is a team of volunteer retired engineers and scientists providing western North Carolina businesses with free technical assistance on waste reduction and energy management. Last year WRP volunteers helped its clients save \$1.4 million on utility costs. WRP is a program of the Land-of-Sky Regional Council and works in partnership with the N.C. Division of Pollution Prevention and Environmental Assistance. For more information go to <http://www.landofsky.org/wrp> or call (828) 251-6622.

## EZ Block Launches Recycled Product

WRP has been assisting one client with both scientific and business support services. Now, following a year of research and development, EZ BLOCK Inc. has begun manufacturing an innovative lightweight cellular concrete block and flowable fill for use in residential construction. EZ BLOCK combines attributes of both concrete masonry units (CMU) and aerated autoclave concrete (AAC) to create a building system that saves construction costs and is user friendly. The block has numerous superior qualities, including improved moisture resistance, fire resistance, thermal efficiency, acoustic properties and ease of construction.

EZ Block uses up to 50 percent coal ash waste in its manufacture. Each home built with the EZ BLOCK system will use between 25 tons to 200 tons of ash byproducts, depending on the size of the home and slope of the building site. By March 2004, six homes will be under construction using the EZ BLOCK system, two of which will be demonstration homes in Black Mountain.

For more information on this sustainable building product, contact EZ Block President Jerome Chambless at (828) 713-6415 or e-mail: [JeromeChambless@charter.net](mailto:JeromeChambless@charter.net).



**EZ Block Inc. President Jerome Chambless displays his company product, a block double the size of a conventional cinder block that weighs 10 pounds less.**

## DPPEA Recycling Business Grant Update

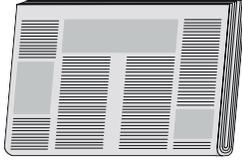
The submission deadline to the 2004 Recycling Business Development Grant Round was Nov. 21, 2003.

DPPEA received 34 proposals requesting a total of \$1.56 million, leveraging more than \$14 million in matching funds. The estimated annual diversion from all the pro-

posed projects totals approximately 220,000 tons of material per year.

DPPEA is in the process of determining grant recipients and making contract awards. Grant winners and project descriptions will be described in the Spring 2004 issue of Recycling Works.

# Recycling Businesses



## in the News

**Union Gypsum Inc.** is looking for additional sources of clean drywall. Located approximately 35 miles east of Charlotte in Marshville, N.C., Union Gypsum recycles drywall and composts the material into a valuable soil amendment and compost product. Union Gypsum now has the capacity to use approximately 600 tons per month of clean drywall and is looking for new suppliers. Contact Steve Davis at (704) 624-2077 for more information and to make market arrangements.



**PREI Recycle America** has relocated to Raleigh from Youngsville, partnering with Waste Management in co-locating their facilities. This new facility at the Recycle America Alliance campus on Capital Boulevard in Raleigh now accepts mixed baled plastics and mixed plastics in roll-off containers.

PREI is a large plastics recycler and full-service MRF accepting single stream residential and commercial cardboard. The company is also a glass beneficiation facility accepting source-separated and mixed glass. PREI is part of the Recycle America Alliance, a group of national recyclers. Contact Kerry Martin at (919) 829-1311 or kfmartin@wm.com for more information and to make market arrangements.



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

#### Division of Pollution Prevention and Environmental Assistance

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Scott Mouw, Chief, Community & Business Assistance Section  
Matt Ewadinger, RBAC Manager  
Matt Todd, RBAC Market Development Specialist  
Wendy Worley, RBAC Market Development Specialist  
Sherry Yarkosky, RBAC Industrial Development Specialist  
Diana Kees, DPPEA Information & Communications Specialist



## 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.

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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.

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*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

Prices current as of Jan. 5, 2004\*

Item	Western Region	Central Region	Eastern Region
<b>METALS</b>			
Aluminum Cans, lb. loose	\$0.54	\$0.38	\$0.54
Steel cans, gross ton baled	\$57	\$70	\$67
<b>PLASTICS</b>			
Central Region markets plastics together			
PETE, lb. baled	\$0.17	<b>\$0.085</b>	\$0.14
HDPE, lb. baled	Natural	<b>\$0.215</b>	\$0.215
	Colored	\$.165	\$0.165
<b>PAPER</b>			
Newsprint, ton baled	\$65	\$65	\$66
Corrugated, ton baled	\$69	\$65	\$72.50
Office, ton baled	\$90	n/a	\$175
Magazines, ton baled	**	\$65	***
Mixed, ton baled	\$35	n/a	\$42.5
<b>GLASS</b>			
Eastern Region sells glass F.O.B. origin			
Clear, ton crushed delivered	\$30	\$26.50	\$17
Brown, ton crushed delivered	\$20	\$16.50	\$21
Green, ton crushed delivered	\$10	(\$14.50)	(\$9)

\*Central Region prices from November 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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