



**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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## New Life Plastics

*By Tom Rhodes, Market Development Specialist*

New Life Plastics owner, Susan Newman, has come a long way since 1999. From humble beginnings in a large tarpaulin-walled warehouse, to the company's new well-equipped, upscale processing facility on West Trade Street in Burlington, N.C., Newman has taken her fledgling company and turned it into one of the state's leading plastics recyclers, processing three million pounds a year.

Earlier in her plastics career, Newman was employed in sales support and customer service for a plastics firm, representing virgin plastic resin producers. While learning the ropes of the plastics industry, she saw the need to recover the discarded plastic reject parts produced by the manufacturing companies she visited. The companies were cumulatively sending tons of recyclable plastics to landfills. Seizing the opportunity, Newman found her niche in the world of recycling by marketing these plastic discards.

With help from the Greensboro arm of the North Carolina Small Business and Technology Development Center, Newman focused her energies on creating New Life Plastics, her vision for providing a market for discarded post-industrial plastics such as reject molded parts, factory overruns, obsolete plastic items, purged resins, etc. From her past experience in the plastics industry, she knew that manufacturers of plastic products produce a certain amount of these types of materials and were paying twice for the resin - once for the virgin resin and then again for the disposal costs of sending the rejected parts to the landfill.

In the beginning, Newman was New Life Plastic Recycling's only employee. She handled every task, from making sales calls and operating the grinding equipment to loading the trucks. Since then, the company has grown by leaps and

(See [Plastics](#), Page 4)



**Polypropylene regrind produced by New Life Plastics.**

## Inside

<b>CRA Annual Conf.</b> .....	<b>2</b>
<b>Energy Savings From Recycling</b> .....	<b>3</b>
<b>SCORE Can Help Bottom Line</b> .....	<b>4</b>
<b>2006 Recycling Bus. Dev. Grants</b> .....	<b>6</b>
<b>Recycling Business Survey Results</b> .....	<b>6</b>
<b>Recyclers in the News</b> .....	<b>8</b>
<b>Market Pricing</b> .....	<b>9</b>

## Carolina Recycling Association's Annual Conference and Trade Show Comes to Raleigh

By Sherry Yarkosky, Market Development Specialist

Recyclers from across the Carolinas will converge in North Carolina's capital city, Raleigh, for the Carolina Recycling Association's 16th Annual Conference and Trade Show, March 21-24, 2006. It is fitting that Raleigh is the host city because in 2005 the N.C. General Assembly sent a clear message that recycling is important to the state's economy and environment. Last fall, the legislature passed three recycling bills: (1) banning new materials from disposal, (2) requiring ABC license holders to recycle, and (3) recovering mercury switches from automobiles.



To help understand the new legislation, *North Carolina's 2005 Recycling Legislation . . . The Day After* session will address the opportunities and challenges of complying with the new legislation. The *North Carolina Political Forum* will feature members of the N.C. General Assembly who make recycling a priority and who will discuss what the future holds for new legislation. In addition to having a crystal-ball peek into future legislation, this will be a great networking opportunity with policy-makers.

Raleigh is home to some of the country's best recycling infrastructure. As a result, the agenda is packed with a wide variety of session topics, three workshops, four tours

and exceptional guest speakers. Attendees will have a wealth of sessions to choose from with recycling professionals in both states showcasing many high-impact and interesting programs at the conference.

Jerry Powell, *Resource Recycling* magazine's editor, is this year's keynote speaker. He will present hot topics for recycling in the Carolinas, plus an overview of recycling's past, present and future.

In addition to the educational aspects of the conference, attendees will also have an opportunity to network with professionals, colleagues, vendors, suppliers and markets. Good things are bound to happen with hundreds of enthusiastic, creative and passionate recycling professionals getting together for a few days.

For a full listing of sessions, workshops and other conference events, visit [www.cra-recycle.org/index.htm](http://www.cra-recycle.org/index.htm) for the conference program.

If you have any questions about the conference, contact CRA at (919) 545-9050 or [cra@car-recycle.org](mailto:cra@car-recycle.org).

### Environmentally Preferable Purchasing

- What are North Carolina state agencies and universities doing in green procurement?
- Where can local governments, schools and businesses find examples of policies, specifications and studies on recycled content and environmentally preferable products and services?

[www.p2pays.org/epp](http://www.p2pays.org/epp)

**Learn how to green your purchases!**

# Energy Savings From Recycling

By Matt Todd, Market Development Specialist

Adapted from EPA report titled "Waste Management and Energy Savings: Benefits by the Numbers"

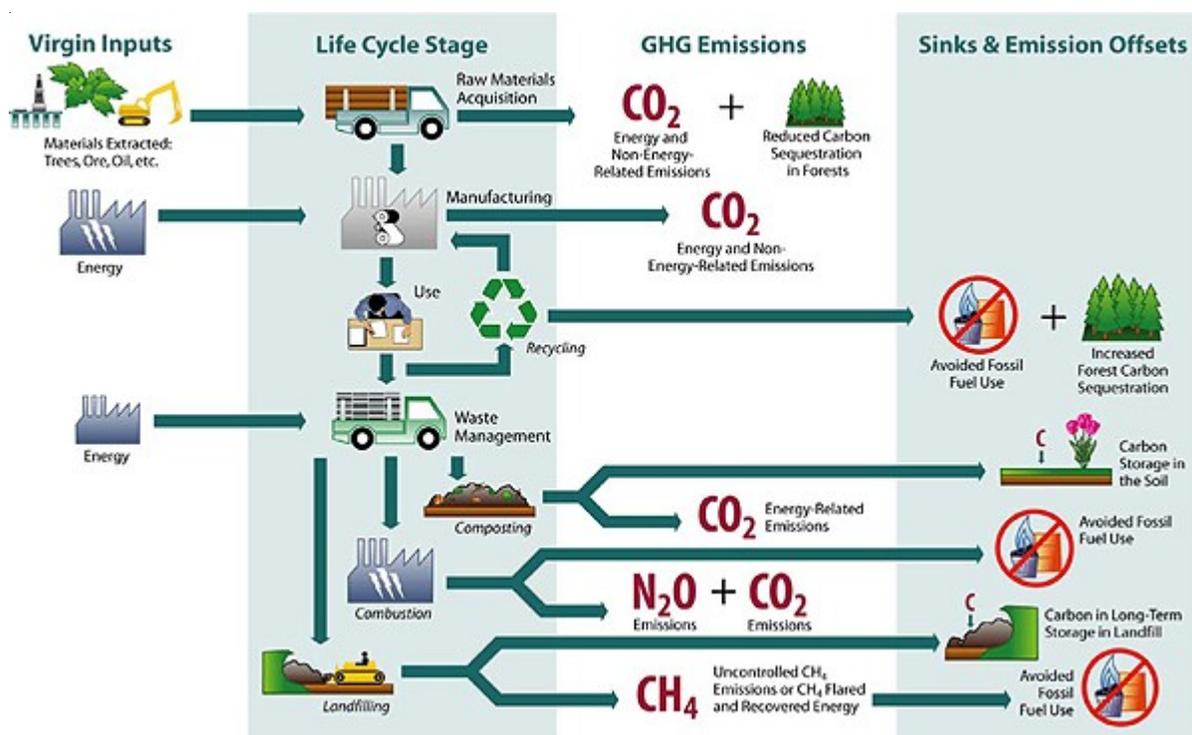
As the high cost of energy continues to affect us all, it's a good time to revisit the energy impacts of waste management and the energy savings associated with recycling. Products that enter the waste stream have impacts on energy use and associated greenhouse gas emissions at each stage of their life cycle. These stages include: the acquisition of raw materials, the manufacture of raw materials into products, product use by consumers and product disposal.

The disposal of solid waste produces greenhouse gases in a number of ways. First, the anaerobic decomposition of waste in landfills produces methane, a GHG 21 times more potent than carbon dioxide. Second, the incineration of waste produces carbon dioxide as a by-product. In addition, the transportation of waste to disposal sites produces GHGs from the combustion of the fuel used in the equipment. Finally, the disposal of materials indicates that new products are being produced as replacements; this production often requires the use of fossil fuels to obtain raw materials and manufacture the items.

Waste prevention and recycling—jointly referred to as waste reduction—help us better manage the solid waste we generate. But preventing waste and recycling are also potent strategies for reducing GHG emissions. Together, waste prevention and recycling:

- Reduce methane emissions from landfills. Waste prevention and recycling (including composting) divert organic wastes from landfills, thereby reducing the methane released when these materials decompose.
- Reduce emissions from incinerators. Recycling and waste prevention allow some materials to be diverted from incinerators and thus reduce GHG emissions from the combustion of waste.
- Reduce emissions from energy consumption. Recycling saves energy. Manufacturing goods from recycled materials typically requires less energy than producing goods from virgin materials. Waste prevention is even more effective at saving energy. When people reuse things or when products are made with less material,

(See *Energy*, Page 7)



## SCORE Can Help Improve Your Company's Bottom Line

By Matt Ewadinger, RBAC Manager

Many recycling business owners wear an assortment of hats. On any given day, tasks may include managing product development, marketing, sales, operations, personnel and financial matters.

The problem faced by many small business owners is the lack of knowledge in one or more of these fields.

*“SCORE offers e-mail advice online, face-to-face small business counseling, and low-cost workshops along with providing “how to” articles and business development templates.”*

Fortunately, the Service Corps of Retired Executives, also known as SCORE, can help in areas where expertise may fall short. SCORE offers free and confidential small business advice to help build businesses from concept to start-up to success.

According to SCORE's Web site at [www.score.org](http://www.score.org), its unique service is based on the idea of giving back to the community—in this case the local business community. Businessmen and women with successful careers and

*Plastics, from page 1*

bounds, due to Newman's hard work and determination. Currently, the company operates with a crew of 14, including a full-time sales manager.

Newman claims that among her greatest accomplishments has been to serve her community by providing employment for those less fortunate. She understands and appreciates each and every employee, which is one of the reasons New Life Plastic Recycling is and will continue to be among the leaders in the recycling industry.

For further information about New Life Plastic Recycling, log on to the company's Web site at: [www.newlifeplastics.com](http://www.newlifeplastics.com) or contact Susan Newman or Tim Olson (sales) at (336) 222-7775.

entrepreneurial ventures volunteer time and expertise to help new businesses start, and existing businesses grow and succeed. SCORE offers e-mail advice online, face-to-face small business counseling, and low-cost workshops along with providing “how to” articles and business development templates.

SCORE's Web site provides links to 12 North Carolina chapters located throughout the state (see table on p. 5). Here is a sampling of workshops held by various N.C. SCORE chapters:

### Raleigh SCORE

#### *How to Start and Stay in Small Business*

This semi-annual workshop is offered to entrepreneurs who are currently in business or who are planning to start a new business. The workshops are co-sponsored by the Greater Raleigh Chamber of Commerce and Wake Technical Community College, Small Business Center. The goal of these workshops is to help the entrepreneur succeed in their business venture. The next workshop is scheduled for May 6, 2006, at the McKimmon Center in Raleigh. The fee will be \$45 for pre-registration and \$55 at the door. Look for announcements and the new brochure at [www.raleighscore.org/workshop.htm](http://www.raleighscore.org/workshop.htm), or phone Raleigh SCORE at (919) 856-4739.



**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)**

## Charlotte SCORE

### Getting Started

This three-hour, bi-weekly seminar helps the entrepreneur evaluate whether starting a business is feasible and provides guidelines for the development of a Marketing/Business plan. The course topics include: *Why You Must Plan, Marketing, Money and Finance*, and *The Nuts and Bolts of Planning*. Enrollment will be limited to 20 clients to ensure audience participation. The fee for attendees is \$25. For more information visit the Charlotte SCORE Web site at [www.charlottescore.org](http://www.charlottescore.org) and click on "Seminar Schedules," send an e-mail to [charlottescore47@carolinarr.com](mailto:charlottescore47@carolinarr.com) or call (704) 344-6576.



### Asheville SCORE Seminars

Asheville SCORE will offer nine different business development seminars during the January - June 2006 timeframe. Titles of these seminars include: *Great Beginnings, Your Business Plan, Accounting, Internet, Marketing, Retailing, Get a Business Loan, Time Management and Leadership*. The registration fee for each seminar is \$30 (save \$5 by pre-registering). However, Asheville SCORE also offers a "Mix & Match" option that allows you to choose any six of their nine seminars for a one-time fee of \$100, and a "Business Basics" four-seminar package for a one-time fee of \$75. For more information about Asheville SCORE's seminars, check out its Web site at [www.ashevillesscore.org/seminars.htm](http://www.ashevillesscore.org/seminars.htm), send an e-mail to [info@ashevillesscore.org](mailto:info@ashevillesscore.org) or call (828) 271-4786.

### SCORE of Greensboro Workshops

SCORE of Greensboro will offer three different business development workshops during the January - June 2006 timeframe. "Starting Your Own Business" will be offered three times (Feb. 11, April 8 and June 10) at a cost of \$20 at the door or \$15 in advance. "Writing Your Business Plan" will be offered three times (Jan. 14, March 11 and May 13) at a cost of \$30 at the door and \$25 in advance. And "Marketing Your Business to Success" will be offered on March 15 at a cost of \$20 at the door and \$15 in advance. For more information about SCORE of Greensboro's workshops, visit its Web site at [www.scoregso.org/events.htm](http://www.scoregso.org/events.htm), send an e-mail to [info@scoregso.org](mailto:info@scoregso.org) or call (336) 333-5399.

Check out any of the following  
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[www.score.org/findscore](http://www.score.org/findscore)  
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and expertise offered by SCORE's  
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corporate leaders.

Asheboro	Kill Devil Hills
Asheville	New Bern
Chapel Hill	Outer Banks
Charlotte	Raleigh
Greensboro	Sandhills
Hendersonville	Wilmington

## 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](http://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.

## 2006 Recycling Business Development Grant Cycle

In the continuing effort to reduce the flow of solid waste to landfills and to encourage the sustainable recovery of materials from North Carolina's waste stream, the N.C. Division of Pollution Prevention and Environmental Assistance is conducting a Recycling Business Development Grant Cycle for Fiscal Year 2005-06.

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 \$30,000. Applicants must provide at least a 50 percent cash match to the requested amount.

Private sector and nonprofit organization applicants are eligible for funding under this grant cycle. Any material that can currently be disposed in a municipal solid waste

landfill, construction & demolition debris landfill or land clearing and inert debris landfill is eligible for consideration during this grant round. However, special consideration will be given to priority materials that focus on recently-passed legislation - House Bill 1465 (oil filters, plastic bottles, oyster shells and wooden pallets) and 1518 (recycling requirement for ABC permit holders).

A request for proposals will be released in February, with proposals due by March 31, 2006.

Please visit [www.p2pays.org](http://www.p2pays.org) for more information about the 2006 Recycling Business Development Grant Cycle, or contact Matt Todd, at (800) 763-0136, (919) 715-6522 or by e-mail at [matthew.todd@ncmail.net](mailto:matthew.todd@ncmail.net).

## Recycling Business Survey Results

*By Sherry Yarkosky, Market Development Specialist*

The Recycling Business Assistance Center conducted a survey of the state's recycling businesses in August to benchmark industry success and to get feedback on how RBAC can better serve these companies.

With almost 50 surveys returned, results confirmed the findings that the recycling sector is a growth industry as published in the recent study, "Employment Trends in North Carolina's Recycling Industry" (<http://www.p2pays.org/ref/34/33911.pdf>). Just over half of survey respondents characterized their recycling business as growing. Almost 55 percent stated that their company is planning to expand with between \$100,000-\$499,999 needed for expansion.

Health insurance costs, workers compensation and other related costs, fuel/energy cost and limited supplies or sources of feedstock appear to be the main obstacles preventing business growth.

We appreciate those that took the time to answer the survey. Remember RBAC is here to help your business grow and if you ever need any assistance, please do not hesitate to call. For more information about the survey or if you would like to take the survey by phone, please call Sherry Yarkosky, market development specialist, at (919) 715-6511.

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*Have Your Waste  
Ready!*

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

## Energy, from page 3

less energy is needed to extract, transport and process raw materials and to manufacture products. When energy demand decreases, fewer fossil fuels are burned and less carbon dioxide is emitted into the atmosphere.

- Increase storage of carbon in trees. Trees absorb carbon dioxide from the atmosphere and store it in wood in a process called "carbon sequestration." Waste prevention and recycling of paper products allow more trees to remain standing in the forest, where they can continue to remove carbon dioxide from the atmosphere.

If the United States' recycling rate were to increase from the current 30.6 percent recovery scenario to 35 percent by 2008, energy savings would increase to an estimated 1,720 trillion Btu - an amount equivalent to the consumption of 13.7 billion gallons of gasoline or 297 million barrels of crude oil. This increase in energy savings would have the same effect as removing 27 million passenger cars from the roadway each year.

The information in this article is based on a paper produced by the EPA titled "Waste Management and Energy Savings: Benefits by the Numbers." This paper is a short but detailed summary of the energy impacts of waste management for common material types, utilizing life-cycle analysis data. Click on [Energy Impacts of Waste Management](#) to read the entire paper.

EPA has also created the [Waste Reduction Model](#) to help solid waste planners and organizations track and voluntarily report GHG emissions reductions from several different waste management practices. WARM is available for free download in Microsoft Excel and as an online calculator.

*Recycling Works* is published by the N.C. Recycling Business Assistance Center, a program of the Division of Pollution Prevention and Environmental Assistance of the N.C. Department of Environment and Natural Resources. 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  
Gary Hunt, Director

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 Market Development Specialist  
Ben Rogers, RBAC Industrial Development Specialist  
Chris Frazier, DPPEA Information & Communications Specialist

N.C. Division of Pollution Prevention  
and Environmental Assistance



## Recycling 100 tons of Newspaper Compared with Sending to a Landfill

**Greenhouse Gas Emission Benefits:  
73 Metric Tons of Carbon Equivalent**

**Equivalent to the combustion emissions from 622 barrels of oil.**

**Energy Savings:  
1,693 Million Btu**

**Equivalent to the energy contained within 292 barrels of oil.**

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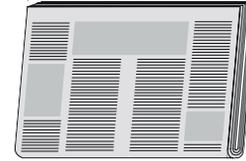
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# Recyclers in the News

By Matt Todd & Brian Rosa



**Laurel Hill Paper Co.** in Cordova will start up a new tissue machine in the second quarter of 2006. Laurel Hill has produced and converted tissue type papers from 100 percent recycled furnish at the Cordova mill since 1985. Currently, the company can produce up to 45 tons of tissue per day using sorted office paper and printers mix. The new machine will have a capacity of 80 to 100 tons per day.<sup>1</sup>

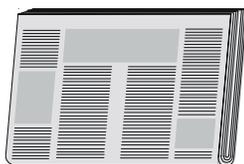


The mission of **Employment Source** in Fayetteville is to create opportunities for individuals with disabilities through valued employment, training and support services. Last year, Employment Source began its "Keep It Green," electronics recycling program. Keep It Green collects all types of computers and peripherals, including CPUs, mice, keyboards, scanners, printers and monitors.

Through an innovative partnership between Employment Source and CDM eCycling, people with disabilities collect and process the computers and other electronics. If a computer cannot be refurbished, it is dismantled into component parts (such as circuit boards, drivers, power supply boxes and ribbon cables) so that it can be recycled. For more details, or to schedule a pickup, contact Shelly Flood at (910) 826-4699, sflood@ourpeoplework.org, or visit [www.ourpeoplework.org](http://www.ourpeoplework.org).



**Shimar Recycling** in Durham has expanded its service offerings. A high-volume shredder was installed which allows document destruction capabilities to be added to the long list of recycling services it offers.



With this new equipment, Shimar can offer a guaranteed way for sensitive documents to be safely shredded and recycled. It provides a locked container to hold material at the customer's location. Then, the materials are safely transported to be shredded and recycled at its facility. Shimar Recycling provides a "Certificate of Destruction," certifying that materials were shredded and recycled. Employees are bonded and insured against the theft of any materials. For more details, contact Will Marley at (919) 680-6262, will@shimar.com, or visit [www.shimar.com](http://www.shimar.com).



**Blue Ridge Plastics LLC**, a rapidly-growing plastics recycling company, is constructing and installing a second wash line at its new location in Eden. Blue Ridge grinds and washes post-industrial and post-consumer plastics to produce a clean, plastic regrind that is marketed to the pipe, tile, textile and plastic lumber industry. Blue Ridge specializes in processing low-end, highly-contaminated plastics that are less attractive to its peer companies in the recycling industry. With this expansion, Blue Ridge expects to increase its production by 9,600 tons per year. For more details, contact Don Grigg at (919) 522-2011.

<sup>1</sup>Recycled Paper News, Issue No. 5 2005, p. 7.

Check out RBAC's latest publication . . .

***"Recycling Means Business!"***

Featuring more than 40 N.C. recycling businesses proving that what's good for the environment is also good for the economy.

Available online at:  
[www.p2pays.org/ref/34/33912.pdf](http://www.p2pays.org/ref/34/33912.pdf)



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*The Recycling Business Assistance Center 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. 17, 2006

Item	Western Region	Central Region	Eastern Region
<b>METALS</b>			
Aluminum Cans, lb. loose	\$0.705	\$0.37	\$0.86
Steel cans, gross ton baled	\$91	\$71	\$40
<b>PLASTICS</b>			
Central Region markets plastics together			
PETE, lb. baled	\$0.18	\$0.17	\$0.19
HDPE, lb. baled	Natural	\$0.40	\$0.40
	Colored	\$0.33	\$0.33
<b>PAPER</b>			
Newsprint, ton baled	\$80	\$75	\$82.55
Corrugated, ton baled	\$60	\$55	\$64
Office, ton baled	\$95 (SOP)	\$90 (SOP)	\$180 (white ledger)
Magazines, ton baled	*	\$80	**
Mixed, ton baled	\$40	\$40	\$45
<b>GLASS</b>			
Eastern Region sells glass F.O.B. origin			
Clear, ton crushed delivered	\$40	\$26	\$17
Brown, ton crushed delivered	\$35	\$16	\$21
Green, ton crushed delivered	\$15	\$0	(\$9)

\*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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