



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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## Paper Stock Dealers Opens New MRF

by Wendy Worley, *Recycling Business Development Specialist*

Raleigh's Paper Stock Dealers is opening a new material recovery facility in August 2006 that more than doubles the square footage of its current facility. With a diverse customer base, PSD provides recycling collection and processing services to various commercial customers and has contracts to process recyclables from two of Wake County's largest cities - Raleigh and Cary.

A few years ago, Paper Stock Dealers found itself in the enviable position of having too much material - at least, more than its 17,000 square foot MRF could hold. The south Raleigh facility was literally bursting at the seams. When a forklift operator accidentally opened a hole in the wall trying to maneuver through tight corridors of equipment and recyclables, PSD's General Manager Jim Foster knew it was time for a change.

Immediate planning began for a new, state-of-the-art MRF. A nearby 17-acre site was chosen. According to Foster, much attention was given to material and customer flow during the design and construction phases of the new facility. Trucks unloading recyclable materials for processing and those coming to pick up processed material for end markets have different traffic lanes, improving efficiency and safety.

"We expect to increase our recycling capacity by more than 30 percent with the first shift alone," said Foster. "PSD has invested more than \$4 million in the construction of the new 50,000 square foot facility." With the strategic purchase of equipment and facility design, the new MRF is flexible enough to handle both single- and dual-stream recyclable materials, competitively positioning itself to handle the diverse material recovery needs of Triangle communities and businesses.

(See *PSD*, Page 3)



**PSD's current facility, shown above, exhibits signs of age and heavy use. Its new 50,000 square-foot facility, right, provides both improved traffic flow and better storage.**



### Inside

<b>EcoResin Expands Westward</b> .....	2
<b>Collateral Gap Explained</b> .....	3
<b>New RBAC Web Site Goes Live</b> .....	4
<b>Oyster Shell Recycling Tax Credit</b> ....	4
<b>DPPEA Grant Winners</b> .....	5
<b>Markets Directory Being Updated</b> ...	7
<b>Recyclers in the News</b> .....	7
<b>Market Pricing</b> .....	8

## EcoResin Eyes Westward Expansion

by Matt Ewadinger, RBAC Manager

EcoResin LLC, a plastics recycling operation in Randleman, recently expanded its operation into western North Carolina by opening a second facility in Forest City.

"We expect to create 62 new jobs and invest in the neighborhood of \$4.2 million over the next three years at the 57,000-square-foot Rutherford County site," said EcoResin's co-owner, Darren Lynch.

The facility is home to the company's new processing line that will produce a wood fiber composite from cross-contaminated cellulose fiber and polyolefin waste materials generated from industrial sources. In addition, the Forest City facility will serve as EcoResin's corporate headquarters.

Utilizing pre-existing plastic/wood composite technology, EcoResin has developed a process of compounding cellulose fiber and polyolefin waste into a marketable cost-efficient recycled resin. These pellets are sold to extruded lumber and compression molding application manufacturers.

Lynch estimates that more than 10 million pounds of this type of waste is being generated in North Carolina and surrounding southeastern states. When the new processing line is fully operational, it will have the capacity to divert from landfills more than 1.7 million pounds per year of cellulose fiber and contaminated polyolefin material.

"Successful completion of this recycling line will likely result in the addition of several more lines with even greater recycling capacity," stated EcoResin co-owner, Collin Brown III.

The company employs 30 people at its 35,000-square-foot Randleman plant, which opened in July 2004. The Randleman facility recycles a wide variety of post-industrial plastic wastes and also processes some post-consumer plastic waste such as computer parts, PVC, C&D materials, clear PET bottles and grocery bags. The facility's markets include the construction, automotive and household products industries.



**Plastic recycler EcoResin opens its second Rutherford County facility, which will also serve as its corporate headquarters.**

Co-owners Lynch and Brown met while both were undergraduates at UNC-Chapel Hill. Brown later graduated from Duke University's Terry Sanford Institute for Public Policy and earned an MBA from the University of Pennsylvania's Wharton School. Lynch has more than 17 years of experience in the recycling industry.

For more information about EcoResin, contact Darren Lynch or Collin Brown III at (336) 495-8516, or visit its Web site at <http://www.eco-resin.com>.


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*PSD, from page 1*

“While PSD Raleigh currently employs 30 workers,” Foster continued, “the size and flexibility of the new facility will allow us to easily add a second shift, increasing both employment and recycling capacity as demand increases.”

A 1,200-square-foot education center is also part of the new PSD facility. Located on the second floor of the plant’s offices, the education center includes large viewing windows overlooking the material processing operations. The company plans to install cameras in key equipment areas to allow up-close viewing of materials as they are sorted and baled. A large recycled products wall will display the diverse products made from materials processed at the new plant, particularly those made by parent company Sonoco Products Company. Sonoco is a global manufacturer of uncoated, recycled paperboard and a wide range of industrial products such



**Office paper and cardboard sit waiting to be baled at PSD's new Raleigh facility.**

as large paper tubes, cable spools and high-technology plastic products.

For more information about Paper Stock Dealers of Raleigh, contact Jim Foster at (919) 833-9783 or [jim.foster@sonoco.com](mailto:jim.foster@sonoco.com).

## The Collateral Gap: An Asset's Value is in the Eye of the Beholder

*by Ben Rogers, Industrial Development Specialist*

Collateral gap occurs when the value of assets used as collateral inadequately secures the amount of the loan/credit desired by the borrower.

For example, let's say that We Recycle Everything Inc. applies for a loan to buy a new building that will meet its needs for the next 20 years. The lender asks WRE to provide \$240,000 in collateral to secure the loan. “No problem,” thinks the owner, “with the recent purchase of my state-of-the-art whatchamacallit, I now own more than \$400,000 in equipment that can be used as collateral.”

While the owner may think the equipment is worth \$400,000, the bank bases collateral value on what it can be sold for, should the bank need to liquidate it. So the \$400,000 worth of equipment may be worth only \$100,000 to the bank. Now the owner needs an-

other \$140,000 to close the gap! It’s like driving a new car off the lot; its value is no longer based on the original sales price.



Don't expect the bank to assign a value to your equipment based on its purchase price. According to Brian Schneiderman, commercial loan underwriter with Self-Help Credit Union, one of North Carolina's leading community development lenders, a borrower should expect that a lender will estimate the collateral value of equipment at 25-50 percent of the purchase price depending on

equipment type and approximately 75-80 percent on commercial property.

Questions or comments related to this article or other recycling loan questions? Feel free to contact Brian Schneiderman at [brian.schneiderman@self-help.org](mailto:brian.schneiderman@self-help.org) or (919) 956-4420.

## Newly Renovated RBAC Web Site Goes Live

by Sherry Yarkosky, Market Development Specialist

The next time you visit the Recycling Business Assistance Center Web site, do not be alarmed. Although it may look different, you are at the right place. The N.C. RBAC site has been updated and improved to better serve our recycling business clients. In addition to the new look, the Web site has been reorganized and contains more tools to help recycling businesses. The new site can be viewed at the same Web address at <http://www.p2pays.org/rbac/>.

When redeveloping the Web site, reducing the time users spend searching for information was given special consideration. With that in mind, categories were developed to quickly get you to the information critical to your business: Financing, Recycling Markets and Business Assistance. Because different types of businesses have varying needs,



the Business Assistance section has been broken down into the “Start-up Business,” “Existing Business” and “Relocating Business” categories. These categories should direct users to the information that is most relevant to their business type.

A new feature of the site is recycling commodity pricing trend information specific to North Carolina. Historical data and graphs for 13 recyclable commodities can be viewed and analyzed.

We hope users find the new look and information useful. RBAC would like to hear your comments on the updated Web page as well as your suggestions for other tools or information that would be helpful to your business. Please contact Wendy Worley at [wendy.worley@ncmail.net](mailto:wendy.worley@ncmail.net) or (919) 715-6542.

## Oyster Shell Recycling Tax Credit

by Sherry Yarkosky, Market Development Specialist

Beginning this year, restaurants, oyster bars and others in North Carolina can get a tax credit for donating oyster shells to the state.

Taxpayers who donate oyster shells to the N.C. Division of Marine Fisheries are eligible for a tax credit of \$1 per bushel. The tax credit complements the oyster shell landfill ban effective Oct. 1, 2009.

Four years ago, North Carolina began a program to collect oyster shells for habitat restoration. While the program has been successful at targeting small generators, the tax credit will provide the economic incentive to encourage large generators of oyster shell waste to donate shells to the state.

“We hope to help more businesses recycle oyster shells through the tax credit,” said Craig Hardy, chief, Resource Enhancement Section, N.C. Division of Marine Fisheries.

“The tax credit and ban help in two ways,” said Hardy. “Less material is carted off to the landfill and it also helps provide valuable material for oyster habitat restoration that we desperately need.”

The state competes for oyster shells with the landscaping industry and other states with habitat restoration projects. While the state pays 50 cents per bushel in bulk from shucking houses, the \$1 per bushel tax credit is closer to the fair market value.

Tax credit procedures and protocols for the new tax credit will be determined in the upcoming months and details will be forthcoming. For more information about oyster shell recycling or the tax credit, please contact Craig Hardy at (800) 682-2632 or (252) 726-7021.



## 2006 Recycling Business Development Grant Winners

by Matt Todd, Market Development Specialist

In its continuing efforts 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 awarded 17 recycling business development grants totaling \$305,000.

For the 2006 grant round, grant applicants were encouraged to submit proposals that supported developing infrastructure in response to landfill ban legislation that recently passed the General Assembly (see the new Solid Waste Legislation section of DPPEA's local government Web page, <http://www.p2pays.org/localgov/legislation.asp>). Items included in the bans are wooden pallets, rigid plastic containers, oil filters and oyster shells, with additional legislation requiring ABC permit holders to recycle.

The grants ranged from \$5,000 to \$30,000, and if all the projects are successful, will create more than 65,000 tons of additional recycling capacity in North Carolina. Overall, DPPEA received 25 proposals requesting \$680,000 in funds. Selected projects include:

**Resources Reformers** (\$30,000) in Durham will develop an oil filter recycling awareness campaign and purchase a delivery truck, forklift and material handling equipment to further develop its oil filter recycling program. Contact: Tim Wilkinson, (919) 956-3500.

**GEEP Inc.** (\$30,000) in Durham will install processing equipment for e-waste recycling. The grant funds will be used for the monitor processing line, which

will handle the dismantling of CRTs. Contact: Dan Roe, (919) 544-1443.

**Innovative Recycling Services** (\$25,000) in Lewisville will purchase a screener to make ground pallet and wood waste more marketable. Contact: Gary Bilbro, (336) 946-0356.

**Advanced Recycling** (\$25,000) in Laurinburg will purchase the building currently being leased and buy a forklift to assist in material handling with its oil filter and antifreeze recycling operation. Contact: Dave McLamb, (910) 276-9193.

**Pallet One of NC** (\$25,000) in Siler City will purchase and utilize a grinder to process scrap wood pallet waste. Contact: Gary Lawning, (919) 837-2105.

**Wellmark Plastics** (\$20,000) in Asheboro will expand processing capabilities to meet increased demand for recycling plastic resin with the addition of a new shredder, grinder and profile extruder. Contact: Marty Danco, (336) 498-1881.

(See **Grants**, Page 6)

**Don't Miss!**  
**National Recycling Coalition's**  
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## Grants, from page 5

**DC Foam Recycle Center** (\$20,000) in Durham will purchase and install a horizontal baler, forklift(s), trucks, trailers, electronic scales and other miscellaneous equipment needed to upfit a new post-consumer carpet recycling processing facility. Contact: Louis Rembaum, (410) 247-7777.

**Habitat for Humanity of Wake County** (\$20,000) in Raleigh will purchase a skid steer, trailer, pallet racking and cantilevers to increase diversion capacity of salvaged and donated reusable building materials. Contact: Joel Lubell, (919) 264-0032.

**Phoenix Resources Recycling** (\$15,000) in Raleigh is upgrading its multi-material handling and processing capabilities through the purchase and installation of a horizontal baler. Contact: Jonathan Bograd, (919) 787-0883.

**Green Solutions** (\$15,000) in Wilson will collect post industrial expanded polystyrene currently being disposed in landfills, and process it into third generation plastic. Contact: Brooks Honeycutt, (252) 292-1126.

**Piedmont Pallets & Plastics** (\$15,000) in Burlington will purchase a road tractor, trailers, box truck and pallet repair equipment to develop a pallet reuse and recycling operation. Contact: Walt Lasater, (336) 516-3788.

**Asheboro Recycling Center** (\$15,000) in partnership with the city of Asheboro will develop a processing facility to sort material collected from a new city curbside recycling program. Contact: Kim Markham, (336) 625-6078.

**Cape Fear Site Works** (\$15,000) in Fayetteville will install a large multi-functional shelter to assist in its C&D recycling operation. Contact: Bill Hester, (910) 486-4226.

**Ensley Corp.** (\$10,000) in Reidsville will purchase a grinder to grind segregated agricultural, commercial and industrial HDPE plastic containers. Contact: Dwight Ensley, (336) 349-6243.

**Paper Stock Dealers** (\$10,000) in Raleigh will purchase screening equipment for the purpose of upfitting its new material recovery facility with single-stream recycling processing capacity. Contact: Jim Foster, (919) 833-9783.

**New Life Plastics** (\$10,000) in Burlington will purchase a pelletizing line for the purpose of re-pelletizing polyethylene and polypropylene regrind. Contact: Susan Newman, (336) 222-7775.

**Alamance Habitat for Humanity Re-STORE** (\$5,000) in Burlington will purchase a truck with a lift to further increase the capacity to recycle materials and merchandise. Contact: Paul Hodges, (336) 222-8191.

### Correction:

The Habitat ReStore of Charlotte received \$3.7 million in financing from Self-Help Credit Union, not the \$4.7 million reported in our last issue (see "Second ReStore Opens in Charlotte" article at <http://www.p2pays.org/ref/38/37854.pdf>).

## LOANS FOR RECYCLING COMPANIES

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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.

# Markets Directory Update in Full Swing

by Matt Todd, Market Development Specialist



RBAC has been updating the N.C. Recycling Markets Directory. Over the past two months, some companies listed in the directory have revised their listing and some have been contacted by phone to obtain the updated information. About

half of the markets directory listings have been updated and work continues to make the information current.

If you have not self-updated, here's how you do it:

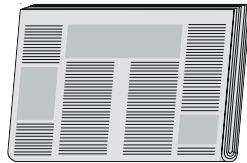
1. Go to <http://www.p2pays.org/dmrm>.

2. Search for your company listing (search directory By Name - click on the first letter of your company name using the "ABC" list).

3. Click the link under the list of "Materials Taken for Recycling" that says "Correct Your Company Information."

The Markets Directory is a much-used resource and a connection to businesses, schools, citizens, other recyclers and local governments. Your updated listing will ensure that your recycling services are accurately represented. Thanks for helping keep this valuable tool up-to-date.

## Recyclers in the News



### GEEP Inc. is Expanding in Durham

Electronics recycler Global Electric Electronic Processing Inc. is expanding its processing capabilities, as well as its footprint in Durham. GEEP is building a state-of-the-art recycling facility and is investing more than \$8 million in machinery, buildings and other infrastructure with a mission to make its electronics recycling company one of the most sophisticated in the nation. The main component, a chain shredder, will be able to handle three tons of e-waste per hour. Initially GEEP will operate one eight-hour shift per day. It will be hiring 50 employees within the next six months and hope to hire an additional 75 within a year. The grand opening is scheduled for Sept. 21. For more information on GEEP, or to inquire about its expansion, contact Dan Roe, general manager, (919) 544-1443.

*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



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N.C. Division of Pollution Prevention and Environmental Assistance



### Green Solutions

Green Solutions, an expanded polystyrene recycling franchise, is finishing its final round of equity financing this summer and plans to open a new recycling processing facility in Wilson County this fall. The new recycling plant will employ 10-15 people its first year of service. For more information, contact Brooks Honeycutt at (252) 292-1126 or [bhoneycutt1@nc.rr.com](mailto:bhoneycutt1@nc.rr.com).

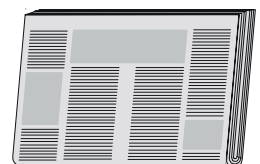
### Asheboro Recycling Center

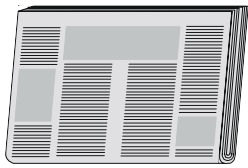
The Asheboro Recycling Center will open a new recycling facility in early 2007 and expand its metal recycling business to provide new multi-material, curbside recycling service to the city of Asheboro. For more information, contact Kim Markham, ARC president, at [arc@asheboro.com](mailto:arc@asheboro.com) or (336) 625-6078.

### Dominican Republic Plastics Manufacturer to Open Catawba County Recycling Operation

Aquaplastica S.A., a manufacturer of a variety of plastic products such as water tanks and ornamental flower pots, plans to open a recycling operation in Catawba County in fall 2006. The operation will process HDPE, LDPE and LLDPE from post-industrial sources for use at the company's rotomolding plant in Santo Domingo, Dominican Republic, as well as the new Catawba County facility. Look for more details about Aquaplastica in the next issue of *Recycling Works*. For more information, contact Miguel Crouch, Aquaplastica's president at (809) 530-6662.

(See *News*, Page 8)



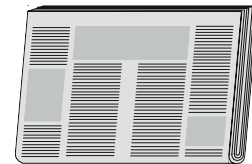


### Coastal Carolina Clean Power

Coastal Carolina Clean Power completed its purchase of a wood-fired power plant in Duplin County in May 2006. Charlotte's Rollcast Energy Inc. will run the plant, which was acquired from United Cogen Fuels LLC. Originally fueled by coal, the plant has been converted to use cleaner-burning waste wood. It's expected to produce more than 200,000 megawatt-hours of power a year, enough to supply electricity to more than 16,000 North Carolina homes. The cogeneration plant sells electricity to Progress En-

ergy and steam to a Guilford Mills carpet plant. Two private equity firms ~ Riverstone Holdings, based in New York, and The Carlyle Group, a global firm with a Charlotte office ~ are partners in Carlyle/Riverstone Renewable Energy Infrastructure Fund I, of which Coastal Carolina is an affiliate.

Coastal Carolina is currently accepting clean, ground wood waste. Contact Boyd Davis, O&M manager, at [bdavis@p3plantops.com](mailto:bdavis@p3plantops.com) or (910) 296-1909 for more information.



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 July 28, 2006

Item	Western Region	Central Region	Eastern Region
<b>METALS</b>			
Aluminum Cans, lb. loose	\$0.95	\$0.40	\$0.855
Steel cans, gross ton baled	\$148	\$110	\$88
<b>PLASTICS</b>			
Central Region markets plastics together			
PETE, lb. baled	\$0.1475	\$0.13	\$0.165
HDPE, lb. baled	Natural	\$0.295	\$0.29
	Colored	\$0.175	\$0.16
<b>PAPER</b>			
Newsprint, ton baled	\$75	\$65	\$72.55
Corrugated, ton baled	\$110	\$100	\$105
Office, ton baled	\$115 (SOP)	\$115 (SOP)	\$185 (white ledger)
Magazines, ton baled	*	\$70	**
Mixed, ton baled	\$65	\$40	\$65
<b>GLASS</b>			
Eastern Region sells glass F.O.B. origin			
Brown, ton crushed delivered	\$15	\$16	\$21
Clear, ton crushed delivered	\$25	\$26	\$17
Green, ton crushed delivered	-\$7	\$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>